Historic, archived document

Do not assume content reflects current scientific knowledge, policies, or practices.

SHOUT
SHARE
IT

[Catalogue] [1896]

62.13

FROM A Push-Cart To a Trolley-Car IN FRUIT GROWING

RECEIVED
HORTICULTURAL AND POMOLOGICAL INVESTIGATIONS

G.H. & J.H. Hale

137 acres

South Glastonbury
Connecticut

Hale Georgia Orchard Co.
887 acres
Fort Valley Georgia

Colortype Co. N.Y.

READ BEFORE YOU ORDER.

PLEASE READ the following Directions, Terms, etc., before making your order, as nearly every question that can be asked in regard to our business is answered under this head, and it will save a vast amount of correspondence.

YOUR NAME, POST-OFFICE AND STATE should be distinctly written, and be sure that neither is omitted. This may seem to many an unnecessary request, yet we receive many letters, and sometimes orders with remittances, with either signature, post office or state omitted. No matter if you write several times, *always give full name and post office address.*

TERMS CASH IN ADVANCE. Goods are sent C. O. D., if desired, providing one-quarter of the amount is sent with the order; but this is a somewhat more costly mode of remitting. Better send the money right along with order.

THE PRICES of this Catalogue abrogate previous quotations. The prices affixed are for the quantities specified, but half-dozen, fifty and five hundred of a variety will be supplied at dozen, hundred and thousand rates respectively, *unless otherwise quoted.* Single plants will not be supplied at dozen rates. Where not quoted they will be furnished at **double** the rate per dozen.

ALL PACKING is executed with the utmost care. Special pains are taken to pack *lightly*, thereby reducing the expense of transportation to a minimum. All goods are packed free of charge, except that on trees at hundred or thousand rates we charge actual cost of bale or box. Everything is carefully labeled.

Remit by Registered Letter, P. O. Order, or Draft on New York.

Should we be out of any variety ordered, we will substitute others of equal or greater value, unless otherwise ordered.

PLANTS BY MAIL. Parties living at a distance from railroad or express office often find it a convenience to have plants sent by mail. **We pack safely, so as to go to any part of the United States,** at the following rates: Strawberries at the price per dozen, and Grapes at the rates of single vine, free; Strawberries at 10 cents per 50, 15 cents per 100; Raspberries and Blackberries, 10 cents per dozen; Gooseberries and Currants, one-year, 15 cents per dozen.

SUMMER PRICES of Strawberry Plants. Dozen rates doubled during June and July. Balance of year same as here quoted. Hundred rates doubled during June and July, and one-half added to quoted price during August, after which present hundred prices prevail, except that on some of the newer varieties prices will be reduced and special quotations given on application. No thousand rates after June.

SHIPPING FACILITIES. Unless otherwise ordered, we ship all plants direct from here by **Adams Express,** or twice each week will deliver goods to the United States Express Company, which has offices in Hartford.

FAST FREIGHT. Early in the season, when the weather is cool, plants can often be sent quite cheaply by fast freight; but we take no responsibility in such cases, as there is often great delay. Daily boat from here to New York, where it connects with all lines.

ORDER EARLY. A certain class of people will wait until they are all ready to set plants or trees, and then on comes the order, "*Fill at once, as my ground is ready;*" forgetting that we may have many orders on hand that must be filled first, and that their tardy orders must take their turn. Don't do this, please don't! While there are many advantages to be gained by ordering early, *nothing is to be gained by ordering late!*

LOST ORDERS. Should you not hear from us in a reasonable length of time after sending an order, please write giving all the particulars—when forwarded, the amount of money sent, and in what form remittance was made—and enclose a duplicate of the order, giving name and address *plainly and in full.* Once in a great while an order is lost; but it more frequently occurs that the person ordering fails to give the full address. *Therefore, no matter how lately or how often you have written, always give Name, Post Office, County and State in full.*

LOCATION. The Fruit Farm and Nursery is located at "The Elms," the old home farm of the Hales for more than 250 years, on the main street of Glastonbury, midway between the north and south villages, 8 miles south of Hartford. Electric cars from north side of Post Office, Hartford, every half-hour. The Hartford and New York line of steamers makes daily landings at South Glastonbury, and Rocky Hill station of the N. Y., N. H. & H. R. R. is two miles away. **Railroad Station, Rocky Hill, Conn. Money Order office and P.-O. address, South Glastonbury, Hartford county, Conn. Telegraph address, "HALE, HARTFORD, CONN."** A long-distance telephone in our office delivers telegraph messages promptly, and at the same time gives us direct communication with our patrons all over the northeastern states.

DIP THE PLANTS IN WATER AS SOON AS RECEIVED, and bury the roots in moist, shady ground till you are ready to set them out; neglect for an hour or so is often fatal.

"The best is good enough for us all." Therefore, send all orders for small-fruit plants to

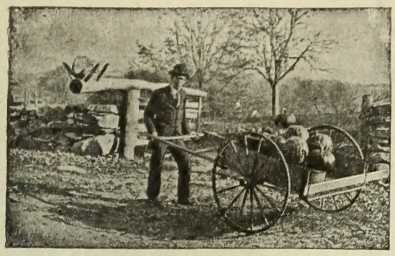
G. H. & J. H. HALE,

South Glastonbury, Hartford Co., Conn.

Registered Telegraph Address, "HALE, HARTFORD, CONN."

The Story of the Hale Nurseries.

FROM PUSH-CART TO TROLLEY CAR.



Young Hale and the Push-cart.

COMING from the busy whirl of our great Georgia orchard in midsummer last—where day after day we had been sending out fruit, not by car-loads alone, but by whole train-loads in a single day—back to the Home Farm, here for months to continue picking, grading and loading thousands of bushels of luscious fruit daily, with electricity, that witch of modern times, stealing down over the wires at night to whisk the loaded trolley cars off to market and whisk back empty ones before we were up in the morning, my mind went back to the time when, with the widowed mother and loving sisters, we boys began our first efforts in fruit culture. We had only a small hand push-cart as a means of transportation; one hoe, a shovel and a spade were our only tools, and our capital was locked up in the soil of the old farm and the latent energies of two boys, anxious to carry their share of life's burdens. I remembered how the first small strawberry bed was planted, midst the sleet and rain of one cold April day, and the crop marketed the next season at the village store for some eight or ten dollars; and then my mind flew back again to the past season, when the entire product of our fruit farms sold for more than $100,000! It struck me that this transition

FIRST CAPITAL INVESTED

FROM A PUSH-CART TO A TROLLEY CAR IN FRUIT GROWING

might be a happy theme to touch upon for the inspiration of our many friends and customers; for certainly in working out the change we must have learned some things that would interest and benefit fruit growers everywhere. Here, however, we can only hint at a few of the incidents in a life of fruit culture that has led to success.

LESSON OF PUSH

Perhaps that little old push-cart, which we borrowed for a time of a neighbor, and finally bought for a dollar (which looked bigger to us then than the checks for a thousand dollars or more paid the railroads daily this last season for weeks at a time), had more to do with our success than we are aware of. Certainly, loaded as it was oftentimes, it took lots of **push** to start it; hanging back would not move it a peg, but pushing would, and to "keep everlastingly at it" was the only way to get there. This lesson of **PUSH,** learned from the old hand-cart, has stimulated us through many trying times.

That first strawberry bed was planted on a poor, sandy side hill, for we were told that dry, sandy land was best. We have since learned that while it may do for some varieties, the ideal strawberry soil is a good, strong, rich, deep, moist loam. The rain and sleet of that first strawberry planting day turned to snow in the night, and the ground was covered deep for several days thereafter. When it did melt away, however, the newly-set plants were bright and fresh as could be. Strawberry plants are hardy, and snow cannot hurt them—later drouths may—so always plant early, no matter how early in spring. We have many times since been "snowed under" by frosts, drouths, insects or fungous pests, but thinking how sunshine finally melted away that snow from our first planting, **we have kept on looking for sunshine, AND FOUND IT!** In fact, you find most anything in this world that you truly look for, but nothing so surely tends to success in any enterprise as to ignore the clouds and look for sunshine; keep a good reserve of it bottled up in your heart, and reflect it upon others about you, always. 'Tis worth at least a thousand dollars a year to have the habit of always looking on the bright side of things!

FIRST STRAWBERRY BED

That strawberry bed was of mixed varieties: Wilson, Hovey and Jersey Scarlet, the Wilsons so much ahead of the rest as to stimulate in us the desire for a larger and better bed of pure Wilsons. We had no money to buy plants with, however, and it seemed best for one of us to go out to work. So at the age of 14 I took a job at $12.50 per month, and for seven months milked 13 cows twice daily, and seven days in the week assisted in selling the milk of 40 cows, usually from 6 a. m. till 2 p. m. This milk farm had a large family fruit and vegetable garden,

AS A HIRED MAN

and the surplus was peddled from the milk wagon. Noting how liberally people paid for fine fruits, fresh and well served, further stimulated my ideas of fruit culture, and when returning home to attend winter school, all the summer's wages, except what was spent for a suit of clothes and the first bought overcoat, was reserved to buy new and improved varieties of fruit plants. The following spring nearly two acres were planted to strawberries and raspberries.

THE BOYS TAKE BEST LAND FOR "BRIAR PATCH"

Kind neighbors told mother "The boys would ruin her, taking the very best land for a briar patch," especially when a little later the farm was mortgaged to buy horses, wagons, tools and fertilizers to help us cultivate and enlarge these "briar patches," for had I not heard the one and only fruit dealer in the near-by city of Hartford say that he had sold five bushels of strawberries in a single day. By growing still better ones we hoped to see Hartford consuming even as many as ten bushels a day. Little did we dream that a few years later there would be over 200 people selling berries, 600 to 800 bushels a day, with over 125 bushels going from our own farm daily!

A LESSON IN CULTURE

In the early days a severe drouth struck us one season, and a large patch of sweet corn that had been planted for pig-fodder was sadly infested with quack-grass, which we tried to kill out by frequent culture. I rode the old, bony horse probably thirty times up and down, out and across, every row in that corn patch during the awful heat and drouth of July and August, while my brother followed along holding the cultivator. It killed the quack-grass, and it nearly killed me, but the superb crop of corn produced by that cultivation, in extreme drouth, ground into me through the bones of that old horse's back a never-to-be-forgotten lesson in Culture, which, next to the lesson of Push from the old hand-cart, has, I believe, been of more value to us than any other one thing needful to success in fruit culture.

FRUITS OR VEGETABLES?

Culture in extreme drouth is almost equal to irrigation, and for some crops, at certain stages of growth, may even surpass it in beneficial results. A growing small-fruit plantation may be kept growing by culture, but a fruiting patch cannot well receive thorough culture, and so irrigation or heavy mulching must be resorted to if we wish to make sure of a full crop. That corn crop proved to be in greater demand in city markets than in the pig-pen, and its sale led us into vegetable growing, which, however, was abandoned in a few years, as experience showed us that it was rather more fun to sell a wagon-load of fine berries at from $40 to $100 each morning than to peddle out a load of vegetables at from $8 to $20.

HONEST AND ATTRACTIVE STYLE

In peddling both fruit and vegetables direct from our own wagons to retail dealers, we learned the great value of fine appearance, both in fruit and package. Well-grown fruit, honestly packed in neat and clean packages, tastefully displayed, sells most readily and always at an advance of from 10 to 20 per cent. over similar grades of fruit not so well displayed. We pay a little above the market price for our berry and other fruit-baskets and packages, yet can usually sell our fruit for enough extra to more than pay the difference.

STABLE MANURE INCREASES MORTGAGE

In the earlier days the few animals on the farm furnished all the fertilizer the growing crops required. As the acreage increased, however, it became necessary to purchase further supplies of plant-food. Commercial fertilizers were not so well made as now, and were thought to be but stimulants, at best, so stable manure, brought on barges from New York City, 100 miles away, was resorted to. A liberal use of this increased plant growth tremendously, and also increased the mortgage, as the profits on the crops were not in proportion to the cost of plant food. We had not then learned the science of plant nutrition. The Connecticut Agricultural Experiment Station was only just under way, as the first thing of the kind in America. It took some years to learn that the costly and valuable horse stable-manure, so rich in nitrogen, was a hindrance rather than a help in fruit culture, and that by using chemical fertilizers, rich in potash and phosphoric acid and lacking in nitrogen, we could greatly improve the color, quality and yield of our fruits, at the same time reducing the cost materially. This was done with mixed goods—"ready-made"—at first, but of late years we buy each element separately, of highest grade obtainable, at lowest market rates.

FEEDING FOR FRUIT

We always broadcast the fertilizers after plowing, and then harrow them in before planting, usually about a ton to the acre of highest grades, more of lower grades, and in proportion of two parts bone to one of potash. Our purchases of chemical fertilizers for the Connecticut farm alone aggregate 75 tons annually. What nitrogen

A section of our great Georgia Orchard and Nursery, looking north from top of packing shed : rows over a mile long. Nursery of 200 acres away off to the right: Japan Plums, Peaches and Pears in straight rows nearly half a mile long, with thousands of trees to each row. Three hundred bushels of Peach Pits just planted for future stock.

we want is trapped from the air by such leguminous plants as clover, cow peas and soja beans, which we grow on any land that would otherwise be idle at the growing season of the year.

THE BLESSING OF WEEDS

It never pays to have lands idle; they are too likely to be up to mischief in growing weeds, which are of no use when grown alone, but are of great value in cultivated crops—for as yet there are far too many tillers of the soil who, were it not for weeds, would seldom hoe or cultivate their crops, and so reap the benefits of thorough culture! (Some time I want to write a short essay on "The Blessing and Utility of Weeds.)

DEBTS AND REPUTATION

For years, while we were steadily increasing the small-fruit business, every dollar that was made—except those required for a very meager living, subscriptions to leading agricultural papers, for traveling expenses to horticultural and agricultural meetings, or for visits to farms of the most successful fruit-growers we could hear of, especially where new varieties were being tested—was put back on the farm, either in new plants, fertilizers or labor. Debts increased, and so did the products and reputation of the farm. The horticultural and agricultural press took to noticing our specialties, both successes and failures! Charles Downing, Marshall P. Wilder, Dr. Warder, John J. Thomas, Patrick Barry, C. M. Hovey, Peter Henderson, P. M. Augur and other noted horticulturists of twenty years ago became our friends and advisers, and we began to have a call for our choicest plants from all the country round about. Would-be planters realized that through association with the best horticultural minds of the day and our tests of all new varieties from our commercial fields, we were in position to know what stock and varieties were best. So from sales of a few hundred plants a year, the business has steadily increased, till now we annually sell more berry plants of our own growing than any two nursery firms in America, while in nursery trees we can count our stock by the million! Many people prefer to buy their trees and plants from experienced fruit-growers, rather than from tree dealers, who are not so well up in the business.

LAST CALL

When the Crescent strawberry was first offered, we saw at once its great prospective value, and bought 3,000 plants at $100 per 1,000, planting them on land where stable manure had been liberally applied. White grubs infested this plot so that, though after we discovered them we cultivated the field daily and picked them up by the peck, they managed to destroy all but about 200 plants. That experience opened another eye, and we soon learned that fresh-plowed sod land, or any fertilized with stable manure, was not "grub-proof," while other lands fed with muriate of potash were always free from this pest.

GRUBS AS EYE-OPENERS

New raspberries, blackberries, currants and strawberries we were always on the lookout for; a single dozen at $2, $3 or $5, or maybe 100 of some more tempting kind at $20 to $50, as the price might be, and now and then, if strongly tempted, a thousand plants were bought at a proportionately higher price. There were always more blanks than prizes, and much good money was apparently wasted; yet the ambition back of all these purchases was for something better, and stimulated better culture, better feeding, better marketing, higher ideals and ambitions; so that when we did draw a prize in the way of a new fruit suited to our soil and situation, we were in better position to care for and improve upon it than would have been possible with a different atmosphere about the place. Blanks and prizes altogether were worth to us many times their cost; the great earning power in our berry fields and orchards to-day lies in varieties that were nearly all unknown when we started in the business, and most of which have been produced within the last fifteen years. As yet we are not satisfied, and are looking for better fruits all the time. Just now, it looks as though the greatest prizes were to be had in some of the new Japan Plums. We paid $500 for the first ticket to control the new Hale Plum.

THE LOTTERY

GREAT PRIZES IN SIGHT!

Nearly twenty years ago, when the small-fruit business was fairly under way, a few old native seedling peach trees in a fence-row back on the farm said: "See here, boy! We poor neglected old trees have been here in the fence-corners for fifty years or more. We don't dress as well, in rich dark green, or put on as much style as our sisters down near the house, who are liberally fed with the best of everything, but we don't get sick and have the yellows. Perhaps it is because the Hales all along back have been feeding their yard manure to trees and crops down about the home, and letting us poor things back on the hills feed on what wood-ashes it was easy to get up here whenever a corn crop or the mowing fields needed a dressing. Anyhow, we are healthy, our buds are tough, and we have often had fruit to feed your tribe when our more favored sisters said it was too cold to work. If you are after money in fruit culture, and want to show the North a trick or two, try a peach orchard up here on the hills!"

TRY A PEACH!

So, taking the hint from the old trees, our first peach orchard was planted, mostly with three or four standard varieties, that would ripen after the main crop in Delaware and New Jersey was out of the market. We did not, however, omit to put out a few trees each of some 25 varieties that would cover the entire season, enabling us to become acquainted with the various strains and types, and their adaptability to our soil and climatic conditions. In three or four years we had all the available orchard land on the farm planted with some 3,000 trees, and while as yet we had no fruit from trees, the berry plantation was maintaining the farm. We leased a tract of land and put out 3,000 more trees, following up the plan two years later by another leased tract and 5,700 more trees. It took several years to establish the orchards, and when the earlier plantings reached a bearing size and age, extreme changes in winter killed all the fruit buds and prospects of a fruit crop, and we had to look ahead 365 days for the next crop, only to have the same operation repeated for four successive years! This was tough, but we had started these three peach orchards with the idea that by planting the most hardy varieties then known, feeding

BERRY-FIELDS FURNISH THE MONEY

THIS WAS TOUGH!

Seventy-year old native Peach Tree that proved our temptation, yet backed us up from the start.

intelligently, pruning judiciously, cultivating thoroughly, and always doing our best, success would come sometime, and while these years were a great strain upon us financially, "the push-cart idea" was always with us, and we kept right on. We were (and are) always, however, on the lookout and testing for more hardy varieties, of which the Crosby, Elberta, Triumph, Sneed and Waddell of recent years are the most successful types.

A FREEZE-OUT!

About this time a great strawberry crop, estimated to be worth $4,000 or $5,000, was just in sight, when, late in May, a great freeze blackened the just ripening fruit to utter destruction! A careful survey of the situation convinced us that if we were to throw up our hands and cry "ruination," it would be ours! The sky was bright above us that morning, newly set fields of berry plants glistened in the frost and sunshine, and those peach trees that still failed to fruit nodded approvingly, as much as to say, "Don't give up, boys; we will do our best and succeed somewhere, somehow, some time!" And the little old hand-cart of days gone by may have said, "Keep pushing!" Then and there, amidst all that desolation, we clasped hands, and resolved not to be discouraged, not to falter, not to turn back, and so far as we could to keep right on in our chosen profession, even though debts and other burdens should be somewhat increased. It always did seem to us that if one engaged in congenial work, and entered into it with heart and soul, that he could not fail to attain success and happiness. By success I do not mean mere money-getting, but rather the development of a business to its highest and best possibilities. [Incidentally, such a business is also likely to be more profitable than one conducted entirely on a money-grabbing basis.]

"DON'T GIVE UP, BOYS!"

Leaving the blackened berry-fields, we returned to the house that morning whistling "In the Sweet Bye and Bye," and went about some ornamental work on the lawn—paths and drives. Passers-by stopped all that day to sympathize over the great financial loss by frost, and some even went so far as to say that they could not see how we had any courage or desire to improve and ornament our home. They could not understand how, having made our plans for this piece of work the day before, even a great financial loss did not make any difference in our home-life and surroundings, where so much may be had without money and without price if we only will it. Our one-idea fruit crop was not taken kindly to by the church society which held a mortgage on the farm. Their members were largely engaged in tobacco culture. Fruit-growing was not strictly orthodox, and so, the summer following the great freeze, the society voted to ask for greater security on their loan, or else to foreclose the mortgage. To be sure, interest had always been paid promptly when due, we were working all the time, and all our earnings were being put in improvements on the farm, but the new thing of a farm devoted entirely to the production of God's choicest gifts to man did not seem a safe investment for church funds.

A GREAT FINANCIAL LOSS

To the committee who waited on us that early summer of the year succeeding the freeze, with the demand for more security or a cash settlement, we said nothing of the fine berry crop then ripening, or of our first real peach crop then on the trees of which at that very time we were recklessly pulling off and throwing away more than half, that the rest of the peaches might be finer and handsomer at maturity. We told the committee only that as for security for their $2 000, they had a first mortgage on all our property, and we could not give them more. We did **not** tell them that we were owing more than $5,000 additional to money lenders, who, seeing our works, freely accepted our simple "promise to pay" as ample security. As the next church meeting was in October, we were given until then to settle.

RECKLESS FRUIT-THINNING

Fruits of all kinds were abundant and fine that season with us, and from the opening of the strawberry season money came rolling in. The most satisfactory transaction in all our business experience was the writing out, along in September, of a check for the full amount of that mortgage. The church then loaned the money on a western mortgage.

All our other debts were paid that same season, and still we had a surplus of nearly $2,000, which was promptly "squandered" the next year on fertilizers. Here, then, in one season, were net profits of over $9,000 from a farm that tobacco farmers thought was not good security for $2,000! Surface indications are deceitful; you have to look at the under side of a peach or strawberry to tell whether it is ripe or not—don't squeeze it! Perhaps this idea will apply to other things!

FINANCIAL SUCCESS COMES ALL AT ONCE

The year following was somewhat unsatisfactory, and we ran heavily in debt for labor and fertilizers, through aiming to cultivate more thoroughly and feed more liberally than ever before. It might cost a little more to grow berries that would sell for from 15 to 20 cents a quart, and peaches that would sell for $2 per basket, than to grow such that would sell for a dime and a dollar respectively, but the big profit and most "fun" were always on the higher-priced goods, and we must risk something to obtain them.

THE COST OF A GOOD THING

We had been working on these lines from the start, and failure should not come merely because our determination to succeed was not strong enough.

HALE BOYS LUCKY

The next year all our fruits produced abundantly; color and quality were all that could be asked, and the markets, after we had tooted our horn by liberal advertising, were most appreciative, so that our profits were enormous. Then it was said that "The Hale boys are mighty **lucky.**" Luck, indeed! More lands were now leased, more orchards and berry fields established, more horses bought, additional men hired, more fertilizer men made happy.

Since that first big crop we have gathered many larger ones. Farm products and cash income have increased; the great Georgia orchard of nearly 1,000 acres has been established, providing a winter home to which we can go and always find plenty of congenial work when the Connecticut farm is frost-bound; and a nursery business has been founded that annually produces millions of trees. A farm adjoining our own here was purchased last year and extensively planted to Japan Plums, and now another adjoining farm has been purchased. As I write we have just completed a perfect system of water works, for irrigation as well as domestic use. A living brook a mile back in the hills, at 100 feet elevation, has been turned into heavy iron pipes laid four feet under ground. These follow all the high ridges of the farm, with hydrants set at convenient points, so that the water may be distributed over fully fifty acres of our small-fruit lands. Thus our dream of complete irrigation will in another season be an accomplished fact. We shall have no fear of droughts; small-fruit plants by the millions are assured for every year, and they will always be fine, strong plants, profitable to ourselves and more satisfactory to our customers.

FIRST FRUIT FARM IN AMERICA

By special arrangement with the Hartford street railway, which has a trolley line past our farm, last summer a switch was put in here and three special cars fitted up exclusively for our use. Day after day these cars were sent off to market loaded with fruits, thus making ours the first fruit farm in America to adopt electricity and steel rails in the transportation of crops direct from the farm to consumers. Express and freight matter of all kinds will be received and shipped from the farm over the same line, and we believe our business is on a better basis to-day than any other like enterprise in America. Developing the business as we have in all its details from the bottom up, are we not likely to be in position to counsel and advise would-be planters, and supply only such plants, vines and trees as we have found by long experience to be profitable?

Three special cars Hale's fruits, loaded on farm side-track. First fruit train in America direct from farm to city salesrooms by electricity.

"The best is none too good for us, and we would like for customers, others who are heading in the same direction. From the earliest beginnings, all the way along up, we have heard the talk that the "fruit business would be overdone." Production has been enormously stimulated and increased, but, except in rare instances, the demand for fine fruits has always been in excess of the supply. Our people, the most wealthy and appreciative of any on the face of the globe, are yearly growing more cultivated and refined. The love and desire for fine fruits and flowers goes with this refinement, and must mean an ever-increasing demand for our choicest products; wherefore we can but believe that in the years that are to come broader opportunities await those who are to follow than ever greeted us in our gradual evolution "From a Push-Cart to a Trolley Car."

South Glastonbury, Conn.,
Jan. 25, 1896.

J. W. Hale

STRAWBERRIES.

First fruits of each new year to ripen, Strawberries readily hold a leading place in the affections and gardens of all who aim to have a family fruit supply, for it is a fruit that will thrive over a greater range of territory than any other. There is hardly anywhere an acre of American soil but that, somewhere on that acre, luscious, fragrant Strawberries can be produced, if only right varieties be planted.

Fig. 1.
Right Way of Planting.

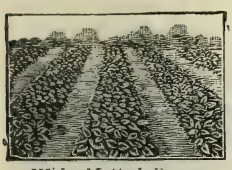
When plants are once well established, they thrive and fruit fairly well under great neglect, yet respond most readily to good culture and liberal feeding. Last year we devoted much space to methods of planting and culture; this year we give a few pointers only.

Planting may be done at any season of the year that ground can be worked, and plants be had in good condition; **early** spring is, however, much the best time in the Central and Northern states.

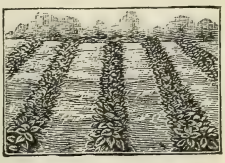
Fig. 2.
Wrong Way of Planting.

A good loamy soil that has been tilled in other crops for a few years is best, but **ANY SOIL** you have will answer if you take counsel in selecting varieties. **For field culture**, plant in rows three feet apart, with plants 15 to 18 inches apart in the rows, according to vigor of the variety, or whether "hill," "narrow-row" or "matted-row" systems are to be followed. For small plots in **garden culture**, plant at any distance and on any system that is most convenient. Always remember that a thick crowding of plants will not give the largest and finest of berries.

"Narrow rows" are formed by letting a few of the first runners that start take root along the line of the row—say four to six from each plant—and then keeping all the rest off. **"Matted rows"** come by letting all runners grow, take root and broaden out at will, narrowing down the cultivation as the season advances, till finally there is but a narrow path between the rows. "The matted-row" system is the most common and doubtless the least profitable, unless one has **an abundance of water for irrigation** at fruiting season. So many plants drawing moisture from the soil leave little for the fruit itself, which is made up so largely of water. And this same water, in ordinary markets not worth **ten cents** a barrel, if tinted red and sold from a strawberry basket quickly brings $10 per barrel. Strawberries, mulching, irrigation and brains are all that's required to make that advance of ten thousand per cent. in the value of water.



Wide Matted Rows.

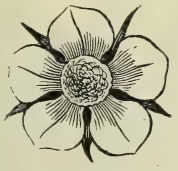


Narrow Matted Rows.

Strawberries are always hungry, and will readily absorb any kind of plant food. Too much stable manure, however, tends to foliage growth, to the sacrifice of fruit. Plenty of potash makes high-colored, firm, rich, sweet berries. Wood-ashes is one of its best forms; usually it is cheapest to buy the muriate.

Pistillate varieties, if well pollenized, are usually more productive than perfect bloomers. **If several varieties** are in the same field, it is well not to have too many of one variety in one block; close contact one with the other tends to fruitlessness. There are now so many good perfect-flowering varieties that we can pollenize the pistillate kinds and have fine fruit from all. For most perfect pollenization, one row of perfect bloomers to every two of pistillate is best, and yet one to every five may often answer, especially when the greatest number of pistillate is to be desired.

Fig. 1
Bi-sexual or Perfect Blossom.



Pig. 2.
Pistillate, or Imperfect Blossom.

Old beds cost too much to keep clean; better plant a new one each season.

Bordeaux mixture will hold in check rust or leaf blight. A light mulch given in fall is also beneficial.

For a good family supply, set out three or four varieties, 300 to 1,000 plants in all. A well regulated family with clear consciences can and will dispose of vast quantities of fresh fruit; don't fail to let them start on strawberries.

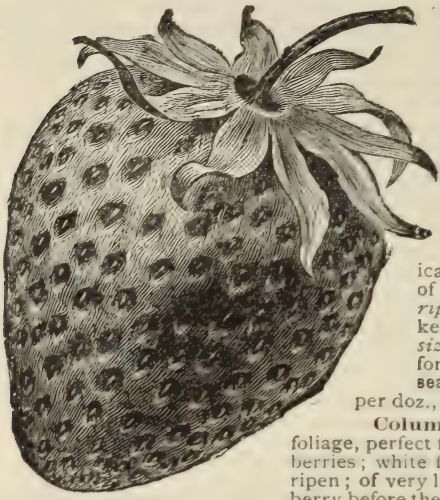
An 8-qt. Picking Stand of Sunrise and Bouncer Strawberries.

In marketing Strawberries, size and fine color are more appreciated than fine quality; yet if all can be combined so much the better. Pick in the cool of the day; use clean white baskets and neat crates; fill baskets extra full, pack honestly; aim to supply to same market annually; **make a name** and reputation; it has a money value that can be added to the price of the fruit.

VARIETIES AND PRICES OF STRAWBERRIES.

(Here are the EARLY Ones.)

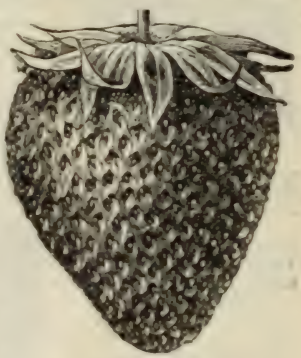
Dayton. A very vigorous plant, with broad, heavy, pale green foliage; perfect flower; productive of very large, conical, pale scarlet berries, with yellow seeds, white flesh, especially at the center; very sweet and mild, but not high flavored. One of the earliest to ripen. Not till the advent of this variety did we have any *very productive, large-sized, extra early, perfect-flowering variety.* But we have it in the Dayton! A grand market variety, and good enough for the choice family plot. Fine to pollenize Haverland, Bubach, Sunrise and other early pistillate varieties. Price, 25 cts. per doz.; 75 cts. per 100, $3 per 1,000.



DAYTON.

Meek's Early. Vigorous growing plant; broad, tough, leathery foliage, with a slight gloss; perfect flowers; moderatively productive of roundish conical dark red berries, with red flesh; quite acid, but of rich, high flavor. *The earliest berry of any to ripen.* May not be quite productive enough for market where quantity is all, but *if extra earliness, fine size and quality are to be desired, it is valuable,* and for the family garden particularly so, **as it opens the season a week earlier than any other.** Price, 25 cts. per doz., $1 per 100, $4 per 1,000.

Columbian. Vigorous, thrifty plant, of medium green foliage, perfect flowers; very productive of globular, pale scarlet berries; white flesh; mild, pleasant flavor; one of the earliest to ripen; of very large size. The originator says: "In placing this berry before the public, we do so with a feeling of assurance that it will please, as its place with us is first on the list. We consider it the best Strawberry in cultivation. It is the bright scarlet color, so much desired in a market berry, and is quite firm and remarkably large for an early berry. Ripens with Michel's Early and Hoffman, and is an immense yielder; it actually bears in piles. Most early berries are shy bearers and small in size, but the Columbian reverses this. We do not claim it to be as good, but the **best early** berry. It is a strong grower and has a *perfect blossom.* All who have tried the Columbian give it the highest praise. It is free from rust; sends its roots deep into the ground, thereby standing drouths without dying out in spots." Price, 25 cts. per doz., 50 cts. per 50, 75 cts. per 100, $2 per 500, $3 per 1,000.



COLUMBIAN.

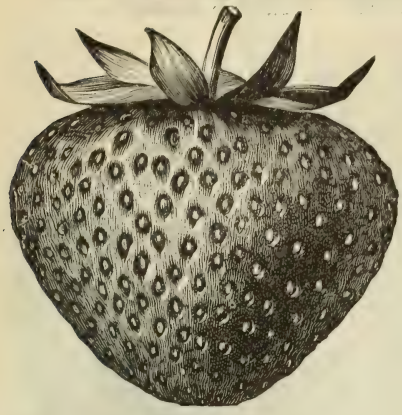
Sunrise. A very vigorous growing plant of the Crescent type, although having broader, thicker leaves; imperfect blossoms; wonderfully productive of medium-sized, obtuse conical berries; dark glossy scarlet, with white flesh; moderately firm, subacid, of high flavor. *Fully as productive as and averaging one-third larger than Crescent.* Came to us without flourish of trumpets, but for four years now has proved itself *a wonder of productiveness.* Anyone who was ever satisfied with Crescent would be more than happy with a bed of Sunrise. It appears to be one of the very best all-round berries, either for home use or market. It is the "early bird" of strawberry culture; always profitable. See picture as photographed in color on cover. Price, 50 cts. per doz., 75 cts. per 50, $1 per 100, $3 per 500, $4 per 1,000.

SUNRISE.

Clyde. A perfect bloomer and very strong grower, making heavy crowns; long roots, numerous runners. Berries large to very large, conic, bright scarlet, firm; season early to quite late; **immensely productive.** A remarkable Strawberry when we take size and productiveness into consideration, with its long season and regular, handsome appearance. Price, $1 per doz., $3 per 50, $5 per 100.

OUR TRICK MULE on the Georgia farm makes a heap of fun, constantly developing new ideas. Don't be outdone by a mule, but "catch on" to all new ideas and varieties of fruit culture.

Bisel. A seedling of the once famous Wilson. This pistillate-flowering variety has a vigorous, healthy plant of the old-time productiveness of its parent; stands heat, drouth and frosts better than most varieties. Fruit of large size, deep glossy red, of sprightly flavor and very firm. A promising market variety. Price, 35 cts. per doz., 50 cts. per 25, 75 cts. per 50, $1 per 100, $7 per 1,000.



PRINCESS.

Princess. A very rank, thrifty-growing plant, with medium green foliage; imperfect flower; very productive of roundish, somewhat flattened berries of rather dull, medium scarlet color; pink flesh; very rich and sweet, and exceedingly spicy-flavored. Berries average large to very large, ripen early and continue a good while in fruiting. Perhaps there is no very large berry of great productiveness that can approach the Princess in *high quality;* it is, therefore, of its season, the leading fancy market and family berry. Princess is as good as the best, and in some respects better. *No family list is complete without it.* A bed of these, pollenized with Dayton, Iowa Beauty or Banquet, will furnish a rich feast through a long season. Price, 25 cts. per doz., 75 cts. per 100, $4 per 1,000.

SELLING WATER

in Strawberry baskets at $10 to $15 per bbl. is a profitable industry. Hale's Strawberry plants, and use of your brains, all that's required to do it.

Tennessee. A seedling of Crescent crossed with Sharpless, clearly showing parentage of both. Perfect-flowering, vigorous, stocky plant, healthy in every way. **Very productive** of medium to large bright scarlet berries of fine quality; ripens medium to early. Is a fine market or family berry, thriving well on quite light dry soil. Price, 25 cts. per doz., 50 cts. per 50, 75 cts. per 100, $3 per 1,000.

Leader. "A wonder for earliness and size. *Without doubt the earliest large Strawberry in cultivation*, of fine quality, oblong in shape, and very bright crimson in color; *enormously productive*, and continues in fruit for a long season, maturing the last berries nearly as large as the first. Blossoms perfect; plants very vigorous, making plenty of runners, and showing no trace of scald or rust." Thus we wrote last season, and now, after another year's fruiting, we can make the statement stronger. **If very large berries are wanted extra early, plant Leader.** It is very showy, and there's sure to be money in it. Price, 25 cts. per doz., 50 cts. per 50, 75 cts. per 100, $3 per 1,000.

LEADER.

Lady Thompson. Probably no Strawberry was so much talked of or sold for such high prices in Eastern markets season of '95 as this. A perfect-flowering plant of great vigor, somewhat of Crescent type, thriving well even on quite light soil. Berries roundish conical, bright scarlet, medium to large, firm, of good quality. Ripens fruit very early, and is one of the most productive varieties known. Price, 25 cts. per doz., 50 cts. per 50, 75 cts. per 100, $4 per 1,000.

TUBBS.

Haverland. Thrifty plant, medium green foliage, imperfect blossom; very productive of conical berries of dull scarlet color, with neck; yellow seeds; pink flesh, sweet and insipid in flavor. For medium and light soils this is a very profitable early market variety. Berries are uniform in size and shape, and show off well in the basket. Price, 25 cts. per doz., 75 cts. per 100, $3 per 1,000.

Tubbs. Plant large and strong, a perfect bloomer, productive of large deep crimson berries of fine quality; a grand shipper. In Maryland, where it has been marketed for two or three years past, it promises to be one of the most profitable early market varieties. Price, 25 cts. per doz., 50 cts. per 25, 75 cts. per 50, $1 per 100, $5 per 1,000.

BEST STRAWBERRIES OF MIDSEASON.

Banquet. This high-flavored, perfect-flowering variety has now been on the market two years, and is highly appreciated by all who delight in the lively, **spicy flavor of the wild strawberry,** of which it is undoubtedly a seedling. Plant a moderate grower, productive of medium-sized conical berries, of rich crimson color; **superb flavor always.** Price, 25 cts. per doz., $1 per 100, $5 per 1,000.

MARSHALL.

Marshall. Perfect bloomer. The plant is large and strong, with abundant foliage, rather inclined to rust; very prolific. The originator said he had counted 110 berries on a single plant in a matted bed, and by actual and careful measurement it has produced 3,000 quarts on one-third of an acre. The berries are handsome and attractive, very large—14 berries have been known to fill a round quart box to 1½ inches above the top; of perfect form, dark crimson when fully ripe, but colors all over a light crimson before ripe, and thus is valuable for market. Plants of this variety have been held at an extravagant price heretofore; we paid $10 per dozen for our stock from the originator. With high culture, plenty of manure and moisture, this is undoubtedly one of the great berries for home or fancy market. Price, 35 c. per doz., 75 c. per 50, $1 per 100, $4 per 1,000.

IMPROVED SHARPLESS

Sharpless Improved. Very strong, rank grower, with pale green foliage; quite productive of large, obtuse conical berries, with some of coxcomb form; light glossy crimson, and large to very large; red flesh; largest specimens hollow at the core. Very much like Sharpless, but apparently considerably more productive. A direct seedling of Sharpless, and a marked improvement on that variety, especially in productiveness and form of berry, which is **very large, with not nearly as many irregular ones as in Sharpless** under high culture. Those who want extra large berries of Sharpless type should have Sharpless Improved. **A bonanza of big berries of fine flavor,** holding its size well to the end of the season. It is so fine that we want every customer to have at least 100 plants, and so put it within the reach of all. Price, 25 cts. per doz., 50 cts. per 50, $1 per 100, $3 per 500, $4 per 1,000.

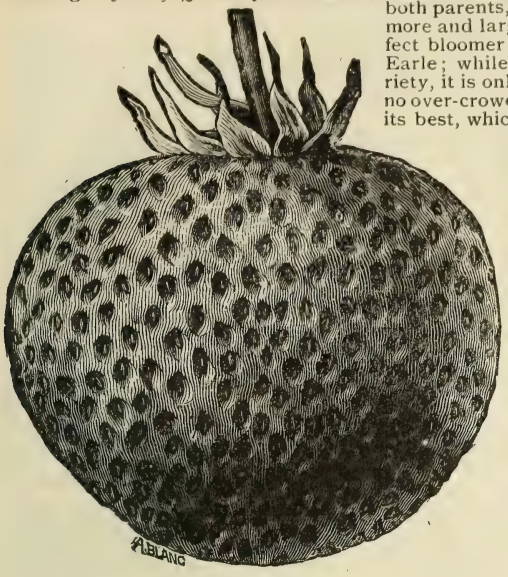
Beverly. A vigorous plant, with heavy foliage of the Miner type; medium green; perfect flowers. A remarkable thing about this variety is that the original stock from Beverly, Mass., had pistillate flowers, with occasionally a few weak stamens; in 1894 considerably many stamens developed in the flowers, and in 1895 it proves to be a nearly perfect-flowering variety; a transition in bloom never before noted in any Strawberry. Very productive of medium large, irregular, roundish or obtuse conical berries of red color; similar to Miner, with white flesh and fairly good quality, although somewhat acid. An exceedingly choice family berry. Price, 25 cts. per doz., 75 cts. per 100, $2 per 500, $3 per 1,000.

BOUNCER.

SOME YANKEE
will make a fortune with Hale Plum, Triumph Peach, or Sunrise Strawberry, if he gets at it soon.

Bouncer. This is the **BIG** fellow offered without name in our catalogue last season. Our customers made many suggestions as to the best fitting name for **the largest Strawberry known.** A committee of horticultural editors selected the name "Bouncer," and we paid $50 in gold to our customer, A. J. Allen, of Allen, Md., who suggested the name. This berry is a

seedling of Jersey Queen, pollenized by Miner, possessing in a marked degree the finer points of both parents, but has a more vigorous plant, producing more and larger berries than either. The plant is a perfect bloomer and has the strong, robust habit of Parker Earle; while making runners more freely than that variety, it is only a moderate plant-maker, so that there is no over-crowding; hence every plant has a chance to do its best, which is one secret of the variety's great productiveness. Berries of extra-large size and of Miner type, both in form and color; flesh a deep red all through, and of spicy, rich flavor. **For big berries and lots of them, plant BOUNCER**, sure. The introductory price last year was $5 per dozen; now that we have a larger stock of plants, we reduce the price to suit the times, and so long as stock lasts, will supply plants of this grand berry at $1 per doz., $1.50 per 25, $2 per 50, $3 per 100, $20 per 1,000.



GIANT.

Giant. In our search for big Strawberries, another has been found that is sure to attract great attention; a heavy, stocky plant, perfect-blooming, of Cumberland type. Moderately productive of extra-large, light scarlet berries, **smooth and handsome as great tomatoes.** Single specimens weigh an ounce or more, and twenty of average size fill a quart basket. The originator claims it to be the largest berry grown and of most excellent quality. Price, 50 cts. per doz., $1.50 per 50, $2 per 100, $15 per 1,000.

Brunette. In the west, where it is best known, is said to be the **highest-flavored** and most desirable table berry grown. Plants strong and healthy, perfect-blooming; berries large, rich, heavy, of dark red color and superb flavor. *Should be planted wherever quality is appreciated.* Price, $1 per doz., $5 per 100.

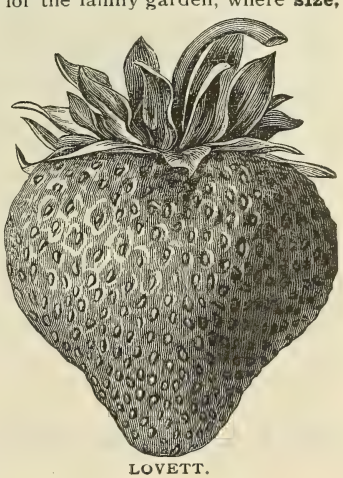
Lovett. Very vigorous plant, rich, dark, glossy foliage, perfect blossoms; very productive of medium-sized, roundish conical, dull crimson berries, with light red flesh; some specimens quite dark red all the way through; subacid, without flavor. One-half larger and more productive than Crescent. Somewhat of the old Wilson type, and one of the best to take its place. A valuable all-round market berry. As it is such a strong bloomer, it is superb for planting with almost any of the imperfect-flowering varieties. Price, 25 cts. per doz., 75 cts. per 100, $3 per 1,000.

BOUNCER IN BLOOMERS
is one of the strongest of the perfect-flowering Strawberries, hence valuable to plant with Giant, Mary and Princess.

Jucunda Improved. Heavy, stocky plants, with tough, leathery foliage; perfect blossoms, moderately productive of very large and roundish conical, rich, glossy crimson berries, covered with bright yellow seeds; slightly flattened at the center; red flesh of very rich, spicy flavor. A superb berry for fancy market on heavy soils, while for the family garden, where **size, beauty and quality** are appreciated, it ranks with the very best, except on very light, dry soils. Price, 25 cts. per doz., 50 cts. per 50, 75 cts. per 100, $5 per 1,000.

Iowa Beauty. Very strong, thrifty plants, with glossy, dark green foliage and perfect flowers; very productive of large, roundish conical **berries of rich, glossy scarlet color; surface of many berries looks as if covered with a thick coat of varnish; seeds bright yellow; very attractive in appearance;** flesh red all the way through; exceedingly rich and fine-flavored. Berries are all of uniformly large size; **ranks among the very best in size, appearance, productiveness and quality.** Grand for the family. Price, 25 cts. per doz., 50 cts. per 50, 75 cts. per 100, $5 per 1,000.

Muskingum. "Moderately vigorous plant of medium green foliage; perfect blossom; very productive of globular, dull scarlet berries, with red flesh, of **very superior flavor;** one of the best of table berries yet tested." That's just what we wrote one hot day last June, while sampling many sorts in our trial plot. Talks with other growers since, and reports received, confirm this opinion. **A superb table berry.** Price, 25 cts. per doz., 50 cts. per 50, 75 cts. per 100, $5 per 1,000.


LOVETT.

BLOOMERS FOR MARY Strawberry are such perfect-blooming sorts as Bouncer, Parker Earle or Isabella.

Mary. A healthy imperfect-flowering plant of more than ordinary vigor. We have been watching it here for two years, and for great size and solidity, fine form and beautiful rich, deep, red color, it ranks with the very best. It is one of those berries that steadily grow in favor, and is bound to take high place in both market and amateur gardens. Price, 50 cts. per doz., $1 per 50, $1.50 per 100, $10 per 1,000.

MARY.

Enormous. We have but few plants of this new variety, which, as its name indicates, is one of the very largest berries now before the public. Plants here grow strong, are vigorous and healthy, and promise much for the future. Price, $1 per doz., $2 per 50, $3 per 100.

Shuckless. (Mt. Vernon, Kirkwood.) Renamed Shuckless, doubtless from the fact that it separates so readily from the hull in picking, which is a decided advantage for a family berry. Vigorous, thrifty, perfect-flowering plant, with heavy foliage; fruit stalks strong and heavy, extending considerably above the foliage: productive of roundish, sometimes obtuse-conical berries of dull scarlet color, with somewhat rough surfaces; light flesh; of rich spicy flavor. It has many points of excellence to make it desirable. Price, 25 cts. per doz., 50 cts. per 50, 75 cts. per 100, $3 per 1,000.

BIG BERRIES

bring big money. Have you so much that you can afford to grow little berries from little plants? Better try a few Giant, Bouncer and Enormous Strawberries from Hale.

LATE RIPENING STRAWBERRIES.

Brandywine. As a heavy, stock growing, perfect-blooming plant, this ranks among the best. Broad, heavy foliage, free from any trace of rust. As yet we have fruited only fall-set plants. Productive, large and late. The editor of *The Rural New-Yorker*, who has fruited it three years, says: "Brandywine is of immense size and fine quality; quite firm and shapely for so large a berry; foliage of the largest and thriftiest, entirely free of scald or blemish; heavy peduncles. The *average* size is as large as any raised, and the shape is more uniformly good than that of any other of the largest varieties. In general it is heart-shape, often broadly so, without neck. Its most pronounced irregularity inclines toward a Sharpless shape, occasionally as of two berries joined together. Calyx and sepals broad and many. Medium red; flesh red, firm and solid for so large a berry—none more so. Quality not the best, but fully as good as Sharpless, and better than Bubach. Vines exceedingly prolific. The best berry in our collection." Other well informed parties, whose opinions we value highly, consider it the largest and best of all late-ripening Strawberries. Price, 50 cts. per doz., $2 per 50, $3 per 100.

THE WOMAN IN THE CASE

of the family fruit supply usually has to take the lead in making plans; the man catches on about the time the fine fruit reaches the table. Why not plan and act together in future?

Princeton Chief. A tall, very luxuriant grower, with broad, dark green foliage. Perfect blossoms; very productive of medium to large, rich, glossy, dark red berries, which are produced on tall, stout fruit-stalks, that always hold them well up from the ground, so that there are seldom any dirty or mussy berries, even after heavy showers, when there is no mulch under them. The originator says: "They are so beautiful in appearance that the

A DISH OF ROYAL BRANDYWINE.

NOT A SINGLE WOMAN but what knows the health, happiness and home comfort that go with a well kept family fruit garden. Is your wife, mother, sweetheart or sister longing for fruits? If so, why?

moment they are put on the market they sell like hot-cakes for the highest price. The flavor of the Chief is delicious and very sweet; being one of the sweetest of Strawberries, it can be called the Honey Strawberry, while its fine, aromatic flavor, resembling that of the wild Strawberry, makes it one of the most delicious of berries. Price, 25 cts. per doz., 50 cts. per 50, 75 cts. per 100, $3 per 1,000.

PRINCETON CHIEF.

ISABELLA. A very strong, heavy, stocky, perfect-flowering plant, a wonder of growth and vigor. We have not fruited it here, but friends who have report fruit to be of **enormous size,** rich dark red color, fine flavor, and one of the latest to ripen; very productive. One who has fruited it says: **"Larger than Gandy,** fully as late as that superb variety and **four times as productive."** Certainly this is likely to be one of the leading market berries. Fine late Strawberries are always in demand. Price, 35 cts. per doz., 50 cts. per 25, 75 cts. per 50, $1 per 100, $7 per 1,000.

CANNING FRUIT

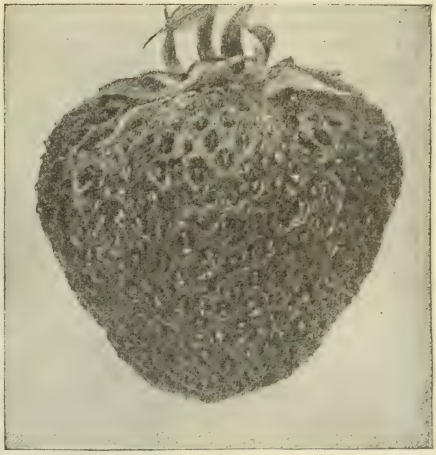
is profitable, as are all the **cans** in fruit culture. It's the **cant's** that don't pay. You **can** get best trees and plants of **HALE.**

Parker Earle. A grand berry for hill culture, being very late to ripen; stools up into heavy, bog-like hills, with tall, rank foliage, from ten to forty strong crowns to each plant; and, as they all send up many fruit stalks, we had plants in open field culture last season that each gave from 400 to 600 berries; large and attractive; long, with slight neck; rich crimson; very firm and of fine quality; ripens late to very late; plants are in great demand by those who know it best. The original plants stool so heavily and makes few new plants that they must always be higher in price than varieties that are great plant makers. It will not grow on dry or poor soil, but for a deep, rich, moist soil and heavy fertilizing it is the most productive variety in cultivation. Price, 25 cts. per doz., $1 per 100, $3 per 500, $5 per 1,000.

THE JINGOES

would arouse a war spirit. This catalogue is to stimulate a spirit of peace, home love, comfort and luxury, that can be had in the cultivation of choice fruits like Hale Plum, Triumph Peach, Bouncer Strawberry etc

Greenville. A thrifty grower and a heavy plant maker; foliage dark green, healthy, slightly curled; imperfect blossom. Very productve of large, roundish berries, a few of the largest slightly flattened; glossy crimson, with bright yellow seeds; flesh medium red. Each plant sends up several fruit-stalks, and the berries on each one of them ripen at the same time; moderately firm and of a rich, spicy flavor. One of the very best all-round berries now well tested; enormously productive. Price, 25 cts. per doz., 50 cts. per 50, 75 cts. per 100, $3 per 1,000.



ISABELLA.

ADDITIONAL LIST OF STRAWBERRIES.

Bubach. (P.)—Large, productive. **Belmont, Bomba.**—Early; fine for hill culture. **Beecher.**—The Lovett Co. claims this as one of the largest and best. **Beder Wood.**—Early and productive. **Crescent** (P.), **Downing.**—High quality. **Gandy.**—Large; very late. **Hayes.**—"Frost proof." **Miner.**—Fine for family or near market. **Sharpless.**—Very large. **Swindle.** (P.)—Late, very productive. **Timbrell.** (P.)—Large and late. **Warfield.** (P.)—Early, firm, dark red; very productive. **Wilson's Albany.**—Pure stock. **Windsor.** (P.)—Large, dark red, very productive. **Price, 25 cts. per doz., 75 cts. per 100, for any of the above.**

Crescent, Warfield, Beder Wood, Bubach, Miner and **Downing,** $3 per 1,000; all the others in additional list **$4 per 1,000.**

RASPBERRIES.

Following the strawberries, or, rather, beginning to ripen near the end of the strawberry season, come the **Raspberries**—red, yellow and black—not yielding as many quarts per rod or acre as strawberries under highest culture, and yet very profuse and abundant bearers, and continuing, as they do, in fruit for many years when once established. **Really the most reliable and profitable of all the small fruits, unless, perhaps it be the currant.** While Raspberries will thrive fairly well on almost any soil except that which is low and wet, they come to their highest perfection on a deep, rich, moist loam. The blackcaps often grow well and fruit to perfection on quite light, dry sands.

Spring Pruning of Raspberries that were properly pinched back in Summer.

The red and yellow varieties, such as are propagated from division of the roots, may be planted in the autumn, after the leaves fall, or in early spring; while the cap varieties, that are propagated by layering the tips, should always be planted in spring, either quite early, before the crowns start, or late, when they are 3 to 6 inches high, when they may be handled much the same as other hardy plants in a growing condition.

The ground should always be liberally manured for Raspberries, or any crop, for that matter, unless it be naturally in a high state of fertility. Well-rotted stable manure, supplemented with potash in some form, or any good commercial fertilizer rich in phosphoric acid and potash, will answer. Plow the ground deeply and well. Whatever fertilizer is used, apply broadcast after plowing, and work in with the harrow. Most people make the mistake of planting too closely. The strong-growing red varieties, if liberally fed, will give best returns if planted in check rows, not closer than 7x7 feet, while 5 x 5 is close enough for the blackcaps; and if one has an abundance of land, extending each one of these a foot will result in better berries, especially in dry seasons. The hedge-row system in field culture is being abandoned by nearly all the best cultivators, as the check-row system admits of better culture by horse power at less cost. But where a single row only is wanted for the family plantation, plants may be put in 3 feet apart.

Frequent and thorough cultivation should be given all through the early part of the season, and be discontinued early enough to check growth and enable the plants to ripen up thoroughly early in the fall, and so be in best condition to withstand the frost of winter.

The new growth on the red varieties should be pinched back in early summer, when it attains a height of 2½ to 3 feet,

Gathering Fruit from a 12-year Old Peach Tree.

This tree is one of 5,000 planted on dry, sandy pasture land, leased for a term of 15 years, fertilized with chemicals, cared for by contract labor, not plowed for six years past, but worked entirely with cutaway harrows. Its profits are enormous, and show that it is not necessary to own a farm or work it yourself to make money on fruit, if you will only use brains and buy

Hale's Trees and Plants.

leaving three to five canes in each hill, treating all others as weeds, and keeping them down entirely. Some recommend cutting out the old canes immediately after fruiting. We, however, think it decidedly advantageous to leave them till early the next spring, as through the late summer they serve as props to sustain the more tender new growth from being blown about and perhaps broken over by storms, and in winter help to gather in and hold the snow and serve as wind-breakers to the future bearing wood. So, leave in the old canes until spring; then, when pruning the new wood, they are so brittle as to be easily trampled down and broken up with the feet. You can get out the old canes from five acres more easily in spring than from one acre right after fruiting.

Blackcaps should be pinched back when 15 or 18 inches high. Laterals may be allowed to grow at will the rest of the season, then in early spring these should be cut back to 6 or 8 inches for the lower outside ones, and to from 10 to 15 inches for those of the central top.

THE MORAL EFFECT

on the family of an abundant supply of choice fruit can never be fully estimated. Spend a little time in a family where neither fruits or flowers abound, and then with another where they are abundant, and you will understand.

VARIETIES AND PRICES.

There are but few varieties of Raspberries of decided merit. We try to grow only the best. If plants are to be sent by mail, add 10 cts. per doz., 50 cts. per 100, to prepay postage.

RED RASPBERRIES.

LOUDON. For many years we have headed the list with Cuthbert. Although new sorts were constantly being offered, this has easily held first place, till now from the northwest comes the Loudon, a seedling of Turner crossed with Cuthbert. It appears to combine the earliness, hardiness, beauty and sweetness of the one with the great vigor, size and productiveness of the other. What more can we say, except that we have tested it at points a thousand miles apart, and confidently recommend it to our patrons who are looking for a berry earlier, brighter and better than the Cuthbert. Price, 25 cts. each, $2 per doz., $15 per 100.

Early Prolific. (Thompson's.) A vigorous, thrifty, slender-growing plant; quite productive of medium to small, bright-colored, firm berries, that ripen extremely early. A profitable market berry, where early ripening is more to be desired than any other feature. It is also valuable in the family garden, as with it the season opens up earlier than it otherwise would, and may then be extended with the late ones. Price, 50 cts. per doz., $2 per 100, $10 per 1,000.

Cuthbert. Plant vigorous and hardy, even at the far north; very prolific; fruit very large, deep red, delicious and firm. Should be planted by every one, whether they grow fruit for market or family use. **Season medium to very late**, which is somewhat of an objection to its profitable cultivation in sections where only **early ripening** is required to make fruit culture profitable. Price, 50 cts. per doz., $1.50 per 100, $10 per 1,000.

MILLER. We have not fruited this superb berry, but a very intelligent friend who has, says: "The bush is a stout, healthy, vigorous grower, not quite so tall as Cuthbert; rather more stocky and dwarfish. It is well calculated to hold up the immense crops of fruit with which it loads itself. As compared with Cuthbert and Thompson, growing in the same field, it has never yet shown any signs of winter-killing, while both these suffered considerably the last mild winter. Berry is as large as Cuthbert, holding its size to the end of the season; round in shape; color bright red; does not fade, but will hold its color after shipment longer than any other red variety; core very small; does not crumble, making it **the firmest and best shipping berry in existence**; has not the flat taste of some varieties, but a rich, fruity flavor entirely its own. The time of ripening is with the very earliest, the first picking being with Thompson's Early, June 11th, the Miller producing double the quantity of berries at each picking that Thompson's did, in the same field under the same conditions, continuing until August 3d—Thompson having been gone three weeks; fully as prolific as Cuthbert. It does not seem particular as to soil, having been fruited on light, sandy, gravelly and heavy clay soils with equal success." Price, $1 per doz., $5 per 100, $30 per 1,000.

A Solid Train-load of Hale's Peaches.

That Bouncer is a great Strawberry; cheap, too! See page 10.

Not an accident, but the gradual outgrowth of starting with a small hand push-cart and a few hundred berry plants. May we help you start now, or guide you if on the way? Plenty of room up near the cow-catcher—don't trail behind!

COLUMBIAN. *The Rural New-Yorker* says: "A most vigorous grower; it would be hard to overestimate its capacities in this direction. The original plant stands by itself, and, as the picture shows, is a very vigorous one. In a neighboring lot is a patch of the plants in full bearing, and it would be hard to find anything more beautiful in every respect; rank, vigorous, and extremely productive. The berry is of the same type as the Shaffer; that is, it propagates from the tips, does not sucker, and is similar in color. In shape it is longer than the Shaffer, more solid, and adheres much more firmly to the stems. In quality it is an improvement on the Shaffer, being sweeter when ripe, and of higher flavor. These comparisons are made with the Shaffer because we can thus best illustrate, and because of the fact that the Shaffer is to-day probably the most productive Raspberry under cultivation. In general appearance, both are much alike in foliage and cane. On close examination, marked differences are seen. The canes of the Columbian are more woody, its thorns are a bright, light green in color, while those of the Shaffer have more or less of a purple tinge." Our own opinion, after testing the berry two years, fully confirms this high authority. Price, 25 cts. each, $3 per doz., $15 per 100.

Delaware Avenue Picking Gang, Georgia Orchard.

With 525 people to handle the Georgia crop of fruit, about 300 are at work among the trees. When the photographer got his camera focused on "Delaware Avenue," he faced the scene pictured above. There they are—from Boss Hale himself down to the smallest and blackest "water toter," with his heavy dose of "bucket on the brain." Two minutes after the plate was exposed, all this army had vanished among the trees. There was nothing to be seen but the superintendent galloping away to visit some other part of the orchard, and a low-down wagon crawling to the packing shed with a load of peaches.—*H. W. Collingwood, in Rural New-Yorker.*

Shaffer. The largest of all the Raspberries, both in cane and fruit, and **enormously productive** of berries of dull purplish red color, of rich, sprightly flavor, somewhat acid; fine for the table or canning. One of the best for the family garden. On account of its color it is not appreciated in some markets. Propagates from layering the tips, the same as the Blackcaps, and is evidently a cross between the red and black varieties. Price, 50c. per doz., $2 per 100, $12 per 1,000.

GOLDEN QUEEN. Berries of largest size, creamy yellow color, firm and solid, and of a **rich, sweet flavor,** that makes it one of those delicious family berries that all can enjoy. It is also a **superb market berry**, its fine appearance commanding for it a ready sale at high prices. It is becoming **very popular** in the best markets as a **fancy fruit.** Planted in deep, rich soil, and given plenty of room, astonishing results can be obtained with this noble berry. Price, 50 cts. per doz., $2 per 100, $12 per 1,000.

BLACKCAP RASPBERRIES.

GREGG. Largest and latest of all. Valuable for family use, and for such markets as can profitably handle late fruits. Price, 50 cts. per doz., $2 per 100, $10 per 1,000.

Souhegan. The standard for earliness, hardiness and productiveness. Fruit jet black, rich and sweet. Valuable for family use or market. Old reliable. Entirely superseding the old Doolittle. Price, 50 cts. per doz., $1.50 per 100, $10 per 1,000.

Lovett. One of the Doolittle type, introduced three years ago as the most productive, largest and best of any early variety. After two years' fruiting, we cannot see that it has any decided advantage over the others, yet it is highly praised in some sections of the country. Price, 50 cts. per doz., $1 per 50, $1.50 per 100.

THE VENEZUELA TROUBLE

aroused a spirit of loyalty. The truest loyalty begins at home; loyalty to one's own leads to loyalty to all the trusts and duties of life. Is it possible to produce the highest type of citizenship in a home where fruits and flowers do not abound?

Palmer. A cross between Souhegan and Gregg, combining the hardiness and earliness of one and nearly the great size of the other. Our field notes, made June 25, read: "Palmer is carrying nearly as many ripe berries as Souhegan, and far more red and green ones, indicating that it will

be considerably more productive; it is of medium to large size, with very solid, compact grains, and is rich, glossy black; somewhat more acid than some of the others, but also more highly flavored." Price, 50 cts., per doz., $1.50 per 100.

Hilborn. A variety from Canada, where it is esteemed for its hardiness and productiveness. It has proved the most productive and profitable of all at the Geneva, N. Y., Experiment Station. Price, 50 cts. per doz., $2 per 100.

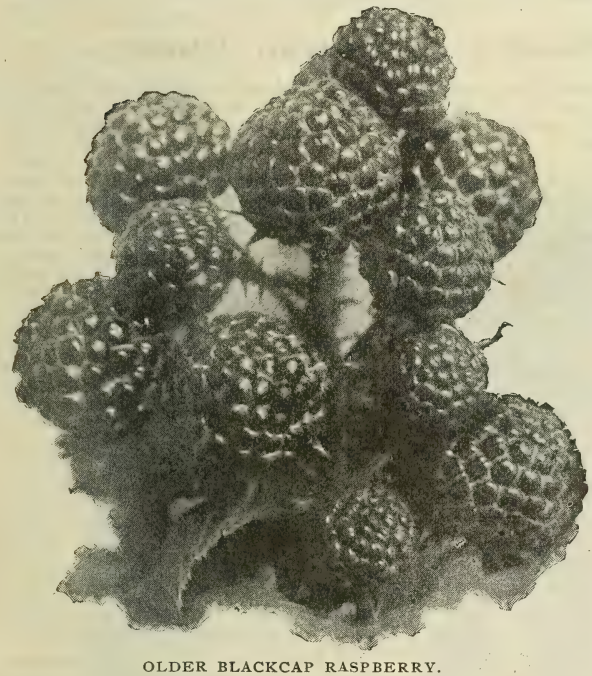
Kansas. For years fruit growers have been wishing for a blackcap as large as the Gregg, but without its bloom, and to ripen a week or ten days earlier, and now we have it in the Kansas. A very heavy, stocky grower of the Gregg type; exceedingly productive of very large black berries; fine grained, solid and showy. Ripens about with the Older. It is hard to say which of these noble berries is the better of the two. We planted most largely of Older, yet Kansas is so grand, we are sure that some will think it best. One western grower says: "The Kansas produces more canes and branches, covered with a thick blue bloom, and is of much larger size, than the Gregg; makes a vigorous growth through the entire season, holds its foliage uninjured till frost, makes plenty of strong tips that are absolutely hardy to stand the changing climate, and produce a fruiting spur from every bud, and a berry as much larger than the Gregg as those of the Gregg are larger than the Souhegan. A few Souhegans are ripe before the Kansas, but the latter are all ripe when large numbers of Souhegans are yet unfit to pick, and yields several times more fruit." You make no mistake in planting the Kansas. Price, 50 cts. per doz., $2 per 100, $15 per 1,000.

GO TO GRASS

in early spring. The Asparagrass bed furnishes a grand source of food supply, so cheap and easy to grow, too! Hale's plants are fine and cheap.

Cromwell. Of Souhegan type; hardy, vigorous and productive. Ripens with earliest; jet black, fine-grained and sweet. Appears to thrive better on light, sandy soil than any other. Price, 50 cts. per doz., $2 per 100, $12 per 1,000.

OLDER. Of western origin. This remarkable variety has steadily won its way into public favor as perhaps, to-day, the most vigorous, hardy, productive and largest jet-black Raspberry known. The canes are very thrifty and healthy; ripen up much earlier in the fall than any other variety, and so have never been known to winter-kill. Enormously productive of very large black, fine, grand, solid, compact berries, which are very rich and high-flavored. Ripens medium early, matures its crop quickly, and of course sells for fancy berries. We planted it more largely than any other last season, as we know it is one of the most profitable of blackcaps. The illustration is an exact reproduction from life of average-sized berries, produced in the dryest season we have had for many years. Under favorable conditions the berries should be fully one-half larger. No one will make a mistake in planting the Older, either for home use or market, but a big mistake will be made by any grower who does not! Price, 50 cts. per doz., $2 per 100, $8 per 500, $12 per 1,000.



OLDER BLACKCAP RASPBERRY.

THE DEMAND

for really first-class fruit is never fully supplied in our markets. Ask your neighboring fruit growers.

☞ DO YOU CATCH THE IDEA? *Our fruit farms and orchards are* NOT FOR SALE. *We only show the pictures as a hint of what* YOU *may have if you will start our way, benefiting by our experience.*

The Cuban Revolution means a striving after better things by our brothers on that beautiful island. If here they would no doubt be striving to better their condition by planting Sunrise and Bouncer Strawberries, Hale Plum or Triumph Peach.

Looking West from Hill-top, Central Ave., Mt. Gideon Peach Orchard.

This view shows five-year-old Elberta and Crosby peach trees in an orchard of 7,000 trees planted on upland hill-pasture of little value. It is from this height, when looking down upon the fruit farm at its foot, and beyond up and down the beautiful valley of the Connecticut, that we thank God we live in the country, and work with Nature. At the foot of the hill, directly in front, can be seen the new Chestnut grove.

The Dwarf Rocky Mountain Cherry.

Before offering this fruit to our customers, we made it a point to learn further about it than the descriptions given by other nurserymen offering it. From what we can learn it is a valuable fruit, to be grown as currants are, the trees being very dwarf, seldom growing over 4 feet high. The fruit is as large as the Early Richmond or Morello Cherries, and does not ripen until very late The tree itself, especially when in full bloom, is very ornamental, and will be and is being planted largely in parks for its ornamental value. For this purpose $5 and $10 per single tree have been paid. The tree is perfectly hardy, having stood the severest weather of Dakota and further north without injury. It has been more largely grown by Chas. E. Pennock, of Colorado, than any one else, and he speaks of it as follows: "It is the most productive fruit of which I have any knowledge. I have picked 16 quarts off a 3-year-old bush. I have picked 80 cherries off a branch 12 inches long of a 2-year-old bush. The fruit is jet-black when ripe, and in size averages somewhat larger than the English Morello, ripening after all others are gone. In flavor it is akin to the sweet Cherries, and when fully ripe, for preserves or to eat out of hand, it has no equal among pitted fruits. It has never been affected by insects, black-knot or other diseases." 25 cts. each, five for $1, $2 per doz., $7 per 50, $12 per 100; a few extra-heavy, 3 to 4-foot size, at $1 each, $9 per doz.

DWARF ROCKY MOUNTAIN CHERRY.

STARTED WITH A MORTGAGE and a small worn-out farm; had a heap of fun, paid mortgage, sold over $100,000 of fruit products from the Hale farms season 1895. May we help you along the same road? Our plants know the way!

BLACKBERRIES.

Blackberries are usually grown in rows 6 to 8 feet apart, with plants 2½ to 3½ feet apart in the row, and allowed to grow so as to form a solid hedge row; however, larger and better fruit and more of it can be grown, and they can be cultivated at less expense, if they are planted in check-rows 5 to 7 feet apart, according to the vigor of the variety. They will grow and fruit well on land of moderate fertility; on very rich soil they are inclined to make too much wood growth. Careful thinning and close pruning of the canes will, however, insure plenty of fruit. Plant any time in the fall, or very early spring.

AGAWAM.

When to be sent by mail, add 10 cts. per doz., 30 cts. per 50, and 50 cts. per 100 to the prices affixed.

Snyder. **The one great Blackberry** for market in the far north, as it is the most vigorous, hardy, productive and reliable of all; has never been known to winter-kill, even in the northwest, with 25 to 30 degrees below zero. Fruit of medium size and good quality; ripens medium to late. Price, 50 cts. per doz., $2 per 100, $10 per 1,000.

Wachusett Thornless. **A grand berry for the family garden,** especially at the north, as it is **perfectly hardy;** strong, vigorous; canes free from thorns; **fruit of good size and fine flavor;** ripens medium to late, and **continues in bearing for a long time,** often into September; **productive under high culture,** but will not thrive on dry, thin soil and with the slovenly culture so often given to the Blackberry. Price, 75 cts. per doz., $3 per 100, $15 per 1,000.

THAT KID

glove orange pays in California, but Hale Plum is likely to be far more profitable the country over.

ERIE. We have been growing this berry for some years. It is the most vigorous and healthy plant of any Blackberry we have ever grown, and thus far absolutely hardy. Very productive of berries of the **largest size,** coal-black, firm and solid, that sell in the market at highest prices; fine form, and ripens early. Is being extensively planted, both in family and market gardens. Price, 50 cts. per doz., $2 per 100, $10 per 1,000.

Minnewaski. This new berry has now been fully tested here. It is a vigorous plant, **perfectly hardy; enormously productive** of extra large, fine fruit, that ripens extremely early. A great market variety for the north. Price, $1 per doz., $3 per 100.

Ancient Briton. An old variety, that has recently proved to be one of our most profitable market sorts for the far north, as it is as hardy as Snyder, and much **earlier.** The quality is also all right, and the variety is as solid as an Englishman. Price, $1 per doz., $3 per 100.

A Corner in Central Fruit-House During Peach and Japan Plum Season.

Here at the home farm are three berry-packing sheds and one central fruit house. All fruit as fast as gathered is brought to the most convenient of these, carefully assorted, graded and packed, honestly from top to bottom, in clean white packages, by intelligent women and girls, loaded into trolley cars, and in the cool night hours transported to the city markets.

Lovett's Best. Strong-growing hardy canes ; productive and early ; berries medium to large size and of good quality. Promising either for home use or market. Price, 60 cts. per doz., $2.50 per 100.

Topsy, or **Tree Blackberry.** Strong, heavy bush, productive of very large berries of fine quality, without core. $1 per doz., $5 per 100.

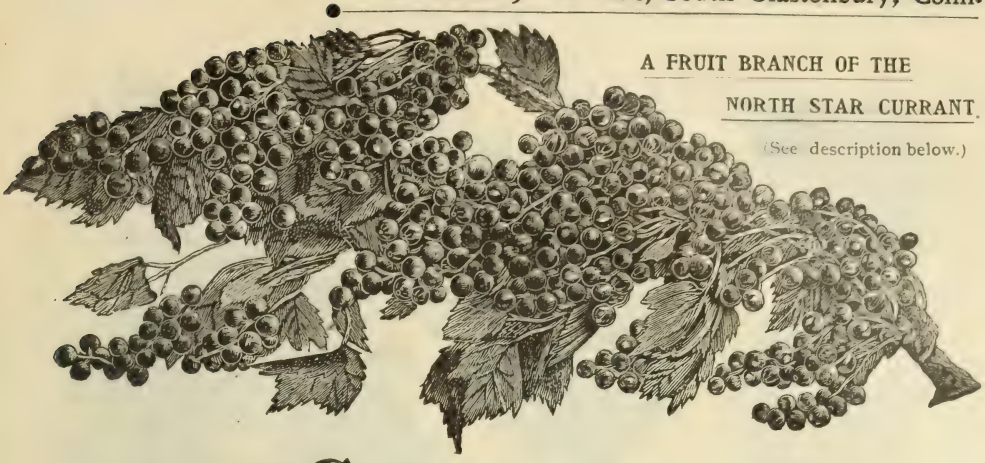
Agawam. Fruit of fair size, jet-black, **sweet, tender and melting to the very core** ; for home use it has no superior, being sweet throughout as soon as black ; it is extremely hardy and healthful, and very productive. An eminent small-fruit grower says : "It stands at the head for hardiness, fruitfulness and sweetness." Price, 50 cts. per doz., $2 per 100, $12 per 1,000.

LUCRETIA DEWBERRY. Who is there, after eating the wild Dewberry of our fields, who has not longed for some variety that would thrive well under cultivation! Now we have it in Lucretia. The plant is hardy and healthy, and remarkably productive. The flowers are very large and showy. The fruit, which ripens with the Mammoth Cluster raspberry, is often **1½ inches long, by an inch diameter, soft, sweet and luscious,** without any hard center or core. It is the best of the Blackberry family, as hardy as the Snyder and productive as any. **The berries are far larger and incomparably better than any Blackberry.** Its great profusion of large, showy white flowers in spring, followed by the clusters of beautiful fruit, together with its handsome, glossy foliage, render this an interesting plant at all seasons. It has proved **very satisfactory** wherever tried, and is recommended with the greatest confidence. **Any collection of fruits will be incomplete without the Lucretia,** and, **ripening,** as it does, **before any other Blackberry,** it must prove **extremely profitable as a market berry,** especially at the north. Price, 50c. per doz., $2 per 100, $10 per 1,000; extra strong plants, 75c. per doz., $3 per 100, $20 per 1,000.

Eldorado. We have tested it only in a moderate way, and so give the introducer's description : "Like many of our best fruits, Eldorado is an accidental seedling, and takes its name from the town close by where it was found, in Preble Co., Ohio. It has been cultivated 12 years, and under careful tests at different experiment stations for four years has never winter-killed or failed to produce a full crop of the finest fruit. The vines are very vigorous and hardy, enduring the winters of the far northwest without injury, and their yield is enormous. The berries are very large, jet-black, borne in large clusters, and ripen well together ; they are very sweet, melting, and pleasing to the taste ; have no hard core, and keep for eight or ten days after picking, with quality unimpaired." Price, $1.50 per doz., $10 per 100.

Japan Wineberry. An interesting novelty for the home grounds, both plant and fruit being highly ornamental. The leaves are large, tough, dark green above and silvery gray beneath. Each berry is at first tightly enveloped by the large calyx, forming a sort of bur, which is also covered with purplish red hairs so as to make it appear something like a moss rose. This "bur" soon opens and reveals rich, wine-colored berries of sprightly acid flavor. Last season was very dry and unfavorable, but our plants fruited abundantly, and we were charmed with the rich, sparkling, wine-colored fruit, which should be in every family garden. Price, $1 per doz., $3 per 100.

JAPAN WINEBERRY.



A FRUIT BRANCH OF THE NORTH STAR CURRANT.

(See description below.)

CURRANTS.

For the best results, Currants require a deep, rich soil and thorough cultivation. If planted in a single row for garden culture, the plants may be 3 feet apart. For field culture they should be planted in check-rows, 4½ to 5 feet apart, and some liberal cultivators even recommend planting 6 feet apart each way, which is none too far for the Victoria and North Star on strong land heavily manured. Plant any time in fall or very early spring. Prune so as to form a broad, open-headed bush. After they come to bearing size, if the new wood is pinched back in June it will cause the formation of an extra amount of strong fruit buds. If heavily mulched during June and July, it will add greatly to the size of the fruit. The Currant worm is easily destroyed by dusting the bushes with powdered white hellebore when the dew is on. We have recently been informed by an expert gardener that where iron chips or filings are scattered at the base of the bushes, the worms **never** appear.

We Suggest

that you consult Hale as to money-making varieties, if you are planting fruit for profit.

None of the small fruits can be so easily and cheaply grown as the Currant, and once a plantation is established it may be continued in fruiting for many years. As a staple farm crop, as many bushels per acre can be grown as corn and at almost the same cost one year with another, while the Currants will sell at from four to six times as much as the corn. Why not try an acre or two of Currants? It will mean a steady cash income every year.

Hon. S. M. Wells, the noted breeder of Ayrshire cattle, Wethersfield, Conn., from three-fourths of an acre of Fay Currants, three, four and five years planted, picked and sold 90 bushels last year. Season dry, and prices lowest ever known; average 8 cents per quart; $230.40, or $289 per acre. The surplus wood, taken off in fall pruning, we have since paid him $50 for, so that the total annual proceeds are upwards of $350 per acre. We grow from 60,000 to 100,000 Currants every year, and to planters wanting choice stock we are in position to supply the best. One-year plants can be sent by mail at an additional cost of 10 cts. per doz., 30 cts. per 50, 50 cts. per 100.

VARIETIES AND PRICES OF CURRANTS.

Cherry or **Versailles,** and **Red Dutch.** Well known sorts. Price, 1-year, 50 cts. per doz., $3 per 100; 2-year, 75 cts. per doz., $5 per 100.

White Grape. 1-year, 75 cts. per doz., $4 per 100; 2-year, $1 per doz., $6 per 100.

Victoria. A very vigorous, prolific, large, late variety, that is coming more into favor every year. We think it **the most valuable of any of the older sorts.** Price, 1-year, 50 cts. per doz., $3 per 100, $20 per 1,000; 2-year, 75 cts. per doz., $5 per 100.

FAY'S PROLIFIC. Has been cultivated for the past ten years alongside all the popular varieties, and proved by far the most prolific of all. Color, rich red. "As compared with the Cherry Currant, Fay's Prolific is **equal in size, of better flavor, with much less acid, and five times as prolific;** also, from its peculiar stem, **less expensive to pick.**" It is one of the few good things that will sustain all the claims made for it. We have picked **clusters five inches long, with fruit nearly as large as Delaware grapes.** Price, 1-year, 50 cts. per doz., $3 per 100; 2-year, 75 cts. per doz., $6 per 100.

Lee's Prolific. By far the best of all the black Currants. Very strong grower; enormously productive; large, long clusters of very large berries of superior quality; ripens extremely early, and yet will remain on the bushes in good order a very long time. Price, 2-year bushes, $1 per doz., $5 per 100.

NORTH STAR. This new Currant is of very vigorous growth and wonderfully prolific; the stems of thickly set fruit average four inches in length. The fruit is very sweet and rich, a fine dessert fruit and unequaled for jelly. Its large, long clusters can be more rapidly picked than other kinds. It is extremely hardy, easily propagated; bears early. Price, 1-year, $1 per doz., $6 per 100; 2-year, $1.25 per doz., $7.50 per 100.

THE CHAUTAUQUA GOOSEBERRY
Single fruit to left is natural size

GOOSEBERRIES.

Gooseberries require much the same soil and treatment as currants. If planted in a partial shade, they are much less likely to mildew, which is the one drawback to successful culture of the best English varieties in this country.

Downing. Bushes strong and stocky, with many strong, sharp spines. **Very productive** of large pale green berries, of excellent quality for cooking or table use when fully ripe. Free from mildew, and most reliable of any of our American varieties. 1-year, $1 per doz.; 2-year, $1.50 per doz., $5 per 100.

Smith's Improved. Plant a more slender grower than Downing and much less thorny. Very productive of large, yellowish-green berries of most excellent quality. A delicious berry for eating out of hand, and fine for cooking purposes. This and Downing give a grand succession. A good block of Smith's and a few plants of each of the others should be in the family garden. 1-year, 75 cts. per doz.; 2-year, $1 per doz., $5 per 100.

Red Jacket. Said to be mildew-proof. Very large and fine, and a great yielder. 1-year, 50 cts. each; 2-year, $1 each.

CHAUTAUQUA. (New White Gooseberry.) Equals the finest and largest varieties in size, beauty and quality, and excels them all in vigor and yield. The bush of the Chautauqua is a very vigorous, stout, stiff, upright grower, having the usual complement of thorns. It should not be planted closer than 4 by 6 feet apart. The illustration gives a fair idea of its productiveness. Its leaves are large, glossy and dark green. Its fruit is of a beautiful light yellow color, perfectly free from spines and hair, veined and translucent, averaging in size 1 to 1¼ inches in diameter, although we have often grown them 1½ inches long. It is rather thick-skinned, but very sweet and of exquisite flavor. $1 each, $10 per doz.

Columbus. This is a native American seedling of the English type, of large size, oval in form, skin greenish yellow, smooth; of fine quality. Plants very strong growers; foliage large and glossy; so far has not shown a trace of mildew. Strong plants, 50 cts. each, $2 per 6, $5 per doz., $30 per 100.

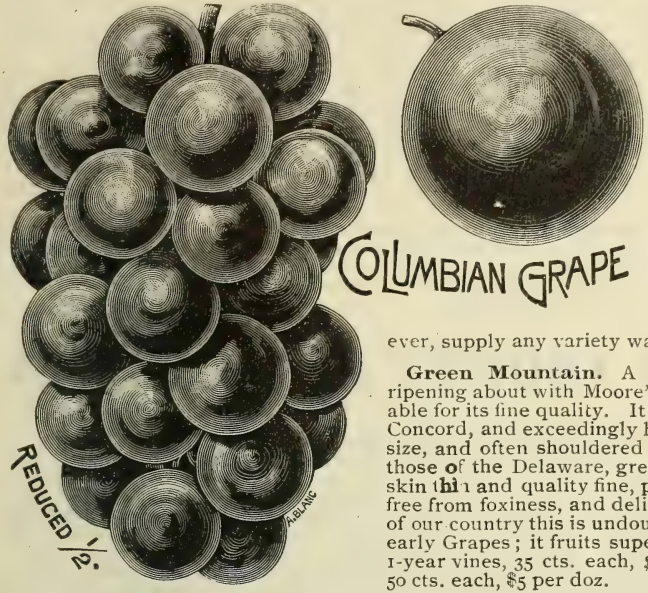
Industry. Undoubtedly the best English Gooseberry for this country, as it mildews less than any of the others. An enormous cropper of berries of largest size, dark red color and excellent flavor. 15 cts. each, $1.50 per doz., $10 per 100.

PEARL. This new native American seedling is attracting great attention. It has a vigorous healthy bush, free from mildew and enormously productive. Berries one-half larger than the superb Downing; rich and sweet. Promises to be the greatest of all American Gooseberries. 50 cts. each, $5 per doz.

"HALE IS LUCKY" say some people when we sell many thousands of dollars' worth of fruit annually. Our plants and trees will help you to the same sort of "luck," if you buy plants of us and put PUSH before Luck.

HARDY GRAPES.

The Grape delights in a warm, rich soil and sunny exposure. Plant in rows 6 to 8 feet apart and vines about the same distance in the row; dig holes large enough to allow spreading all of the roots. Cut back the vines to one or two buds, and plant them so that only one bud will be above ground; fill the hole with finely pulverized earth to which fine-ground bone has been added. Ashes or muriate of potash may be spread on the surface after planting, with good effect. Set a stake by the side of each vine to tie the young growing wood to; it will be all that is required for the first two years. After that any manner of pruning that will admit sun and air to the fruit will insure a crop. Yet the finest fruit will come from close pruning. We do not offer a long list of varieties, simply a few of the best new and old ones that are most likely to give general satisfaction. We can, however, supply any variety wanted at market prices.



Green Mountain. A very desirable white Grape, ripening about with Moore's Early, and especially valuable for its fine quality. It is as strong a grower as the Concord, and exceedingly hardy. Clusters of a medium size, and often shouldered; berries a little larger than those of the Delaware, greenish white when fully ripe; skin thin and quality fine, pulp being tender and sweet, free from foxiness, and delicious. For northeast sections of our country this is undoubtedly one of the very best of early Grapes; it fruits superbly where many others fail. 1-year vines, 35 cts. each, $3.50 per doz.; 2-year vines, 50 cts. each, $5 per doz.

Columbian. This mammoth Grape last year attracted great attention in western markets, where it appeared for the first time. The introducer claims: "It is the largest Grape ever placed on the market; has compact clusters. It is a fine table Grape, and excels all others for jelly, rivaling that of the quince in flavor and color. Is very productive, free from mildew; grows to perfection north and south." 1-year, 75 cts. each, $6 per doz.; 2-year, $1 each, $10 per doz.

Moyer. Originated in Canada, and is a cross between the Delaware and some purely native variety. In habit of growth, hardiness, quality and size of cluster it resembles the Delaware very much, but it ripens with the very earliest, has larger berries, and has been free from rot and mildew. Has stood 35 degrees below zero without injury. It is very sweet as soon as colored; skin tough, but thin; pulp tender, juicy, of delicious flavor, and entirely free from foxiness. 1-year, 25 cts. each, $2.50 per doz.; 2-year, 35 cts. each, $3.50 per doz.

Eaton. A seedling of Concord, but claimed to be of more vigorous growth and quite as productive, with larger and better fruit. "Bunch very large, compact. Berries very large, round, black, covered with a thick blue bloom. The stem pulls out white, like the Concord. Strongly resembles Moore's Early. Very juicy, with some, though tender, pulp." Early. 1-year, 25 cts. each, $2.50 per doz.; 2-year, 35 cts. each, $3.50 per doz.

Early Ohio. The points of merit in this worthy of attention are: Extreme earliness, hardiness, productiveness and good quality, being much better than most early Grapes. It is a chance seedling from Ohio, where it has been fruited with much profit for the past six years, its extreme earliness in ripening causing it to be the first Grape in the Cleveland and other markets, and hence bringing the highest prices. The vine is thrifty, a strong, rapid grower; and an abundant bearer. The bunch is large, compact, shouldered and handsome; berries medium, black, with heavy bloom; firm and of spicy flavor; ripens a week ahead of Moore's Early, ten days to two weeks ahead of Worden, and fully three weeks ahead of Concord. Undoubtedly the very best black Grape yet known. Strong, 1-year vines, 75 c. each, $6 per doz.; 2-year vines, $1 each, $10 per doz.

Moore's Diamond. A pure native, being a cross between Concord and Iona. Vine vigorous, entirely hardy, with large, dark, healthy foliage; a prolific bearer, producing large, handsome, compact bunches, slightly shouldered. The color is a delicate greenish white, with a rich yellow tinge when fully ripe; skin smooth; very few seeds, juicy, and almost entirely free from pulp. Berry about the size of Concord, and adheres firmly to the stem. It ripens early, and is a very excellent and desirable Grape. 1-year, 15 cts. each, $1.25 per doz.; 2-year, 20 cts. each, $1.50 per doz.

GENERAL LIST OF GRAPES.

Brighton. Large, red; excellent quality; very fine; early.
Concord. Large, black, good; succeeds everywhere; is a very popular variety, and deservedly so; midseason.
Delaware. Medium, light red; delicious; a feeble grower; early.
Early Victor. Strong grower; berries of medium size; black, very early; more reliable than Jewell.
Empire State. Medium, white, sweet; vigorous and productive; early.
Gærtner. (Rogers' No. 14.) Bunch and berry large, brilliant red; early, of fine quality.
Hartford. Medium, black; very early.
Lady. Large, white; good quality; good grower; early.
Martha. Large, white, foxy; vigorous; midseason.
Moore's Early. Large, black; vigorous; very early.
Niagara. Large, greenish white; midseason.
Pocklington. Large, whitish amber; a vigorous grower,
Salem. (Rogers' No. 22.) Bunch and berry large, chestnut colored, of high flavor; ripens with Concord; keeps till December.
Ulster. Medium, red productive; very sweet and good.
Vergennes. Large, red, productive, sweet; long keeper.
Wilder. (Rogers' No. 4.) Large, black; good grower; midseason.
Woodruff. Very large, red, showy; vigorous; early.
Worden. Resembles Concord; larger, of better quality; earlier.
Wyoming. Medium, light red; fine; early.

☞ **The above general list comprises the very best for general culture,** and while still others might be added for variety, they would not equal those here mentioned. 1-year vines, of any of the above, 15 cts. each, 6 of any one kind, 75 cts., or $1.25 per doz.; 2-year vines, 25 cts. each, 6 for $1.25, $2 per doz. 100 or 1,000 rates quoted on application.

THE "FIRST FRUITS" OF THE GARDEN.

ASPARAGUS.

An early-bird money catcher. As a market crop for the family garden, the earliest, cheapest and best food supply. A good crop for the lazy man, and a **very profitable one to the thrifty farmer.** Once established, it is there; pushes out of the ground in early spring, and **just lifts the mortgage right off the farm;** hence has been called the great "Mortgage Lifter." Aside from its value as a market crop, it is a great family comforter, coming, as it does, in early spring, when the appetite craves fresh vegetables and there are no others. It is a grand staple article of food with such families as are fortunate enough to have a full supply. But how many farm homes there are still destitute of this superb vegetable! **It is an easy crop to grow;** will thrive on any but very wet soil. For early market, warm, sandy soil in a sheltered position is best, but **remember, you can have a family patch on almost any soil!** Plow and fertilize as for any good farm crop; after a thorough harrowing, with a light plow open the furrows to the depth of 5 to 6 inches, 3½ to 4 feet apart; in these plant the roots, 15 to 18 inches apart, spreading them well, firming the earth well about them, and leaving the crowns some 2 inches below the level surface of the ground. In spring planting, if the crowns are only slightly covered and the rest of the furrow left open until the new growth is a few inches high, it will greatly assist in the first hoeing. The cultivator being run close along the line of the row will tumble earth into these partly open furrows. Fill in about the plants, cover up all small weeds, and so avoid the necessity for any hand work.

HOW TO KEEP POOR.
If you own land, never plant fruit trees and vines of any kind. With right care they cure poverty.

If any additional fertilizers are to be applied, beyond those sown broadcast, they may be well scattered along the furrows, just before the first cultivation, and thus be covered up just where they will do the young plants the most good.

In planting the family bed, the mistake is usually made in making it too small; **get right out into the field with it,** in a few long rows, setting not less than 500 plants, and 1,000 will do better, if you have a clear conscience, a good digestion, and possibly some less fortunate neighbor, who would be glad of any surplus there may be. But please **remember that not one farmer's family in ten ever yet had all the Asparagus it could eat! How about your own family? Are they still among the unfortunate?** If so, note how little it will cost to make them happy with a plenty of this "luxury!"

Prices of Asparagus Roots.

Our roots are all **strong, quick-grown 1-year-olds**; we no longer handle any 2-year-old roots. **The 1-year-olds are better**, and nearly as large as ordinary 2-year-old roots. Real 2-year roots, if you get them, are not so good as well grown 1-year. Why fool yourself into paying a 2-year price for a nice 1-year root!

PALMETTO. This new Asparagus is now grown extensively by planters for New York and Philadelphia markets, where it sells at top prices on account of its **great size and beautiful appearance,** average bunches of 15 shoots measuring 13 to 14 inches in circumference. For some years this variety has reached the markets ten days earlier than all other kinds, and has commanded almost fabulous prices. It appears to be a variety of very great merit, the largest of any we have ever seen. Fine, strong roots, 50 cts. per 100, $3 per 1,000; extra selected roots, 75 cts. per 100, $4 per 1,000.

FREIGHT PAID

on our heavy Strawberry plants may be a little more than on light cheap trash, but it's money well invested.

Conover's Colossal. The old standard market variety, everywhere planted, in nearly all market and family gardens, and with good culture has often surpassed many so-called new and improved varieties. Fine, strong roots, 50 cts. per 100, $3 per 1,000; extra selected roots, 75 cts. per 100, $4 per 1,000.

Barr's Mammoth. Strong roots, $1 per 100, $5 per 1,000; extra roots, $1.25 per 100, $7 per 1,000.

Elmira. Strong roots, $1 per 100, $6 per 1,000; extra roots, $1.25 per 100, $10 per 1,000.

Columbian Mammoth. This very valuable sort is entirely distinct, having clear white stalks several inches above ground, giving it a most attractive appearance, while at the same time, it is as tender and rich as any of the green-tipped kinds. It is a strong grower, stools heavily, and matures early, thus making it a superb variety either for market or the family garden. Our seed of this variety was obtained from headquarters at very great expense, and our stock of roots is extra fine. Price, $1 per 100, $5 per 1,000.

RHUBARB.

Rhubarb is a great money crop, and along with Asparagus can be marketed at a time when there is little else to be sold from the farm, bringing ready money **when most needed!**

For field culture, plant 5 feet apart each way. Grow some other crop between it for the first year; after that it will require the whole ground. **For the family supply**, a dozen good plants will furnish an abundance; where there are less, it is likely to be cut too close.

VICTORIA. Each new year brings an ever-increasing demand for this earliest, most wholesome, and best of garden vegetables. To satisfy this demand, we each season grow many thousands of **choice fine-rooted plants;** not divided old clumps or "piece-roots," but finely rooted, substantial plants, with thrifty crowns, worth double the price of "clump stock."

Do away with your old stools of the old-fashioned sour, stringy, tough variety, **and order a dozen roots of our SUPERB VICTORIA,** which grows to a mammoth size, is very tender, and of sprightly acid flavor, **that does not require one to be a United States Senator or member of the Sugar Trust to enable them to use it.** Extra choice roots, only $1 per doz., $2 per 50, $3 per 100.

SAGE.

Holt's Mammoth. Plants large, with immense leaves; never seeds. Very robust and pleasant-flavored; the best sort. Price, 15 cts. each, $1 per doz., $5 per 100.

NUT CULTURE.

The crop of native Chestnuts annually produced in this country finds its way to market and is quickly consumed, and the rest of the year we look to foreign countries for our supply, and millions of dollars' worth of foreign nuts are annually imported. A few have attempted commercial nut culture in this country, and the enormous profit realized is stimulating many others.

Thousands of people are planting a few trees of these monstrous nuts in their home grounds. In the fall of 1894 we bought and planted over 100 bushels of native Chestnuts, enough to grow over half a million trees, all of which are to be grafted with one improved variety of Japan Chestnut.

CHESTNUTS.

Paragon. Very large nuts, sweet and of fine quality. Very productive. Being largely planted. Price, $1.50 each, $15 per doz.

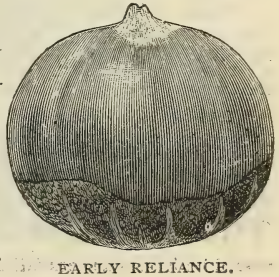
Numbo. Very hardy; nuts large and good. Sheds from the bur more easily than any other. Price, $1 each, $8 per doz.

Early Reliance. Earliest of all. Matures in September. Trees low, dwarf, spreading habit. Comes in fruit in two or three years. The nuts are of great size, often 4 or more inches in circumference. Very fine and productive. Price, $3 each, $30 per doz.

Japan Giant. Price, 1-year, $1.50 each, $15 per doz.; 2-year, $3 each, $30 per doz.

Ridgely. Price, 3 to 5 feet, $1.50 each, $15 per doz.

Japan Mammoth Seedlings. Price, 1-year, 1 to 1½ ft., 35 cts. each, $3 per doz.; 2-year, 2 to 3 ft., 75 cts. each, $7 per. doz.



EARLY RELIANCE.

JAPAN PLUMS.

Another year's fruiting of this new race of Plums has given us much new light as to their value. There is no doubt that their introduction is doing more to stimulate both commercial and amateur fruit culture than any other one event that has taken place within the last quarter of a century. **Trees of tremendous vigor; come into bearing two and three years after planting,** and in such variety and season of ripening as to cover a period of nearly three months with a daily supply of most luscious Plums.

3-YEAR JAPAN PLUM, FULL OF FRUIT.

Japan Plums rival in beauty of color and deliciousness of flavor the choicest of all Pomona's gifts. The trees grow so quickly, produce so abundantly, and the fruit is so large and fine, that it is possible to produce these delicious Plums as abundantly and cheaply as our most common apples. So far they seem to thrive equally well on light, dry, or quite heavy, moist soil, if on Plum roots, as they always should be. They are much less liable to the black-knot than the European varieties, and are never seriously injured by the curculio. The earliest varieties ripen in this latitude early in July, and the various kinds extend the season into October. They are **beautiful in appearance, superior in quality,** and many of them will **keep from ten days to two weeks after picking,** a great point in their favor for marketing.

A number of our customers have Japan Plum trees which, the second year from planting, produced fruit which sold for more than enough to pay the entire cost of the orchard! Think of investing capital where you can get it all back in two or three years, and have a property worth many times its cost, and increasing yearly!

Another writes: "I sold 20 bushels of Japan Plums from 100 trees, two years planted, at from $3 to $7 per bushel, or **over $1 per tree.**"

The editor of "The Rural New-Yorker" has had trees three years planted produce three bushels of fruit. Even at the low price of $2 per bushel, $6 per tree, 250 trees would give **$1,500 per acre.**

We do not offer the full list of varieties, but only a selected one, of such as we know thrive well in all northeast sections of the United States. Professor L. H. Bailey has made a special study of these Plums, and issued two special bulletins upon them; for the sake of accuracy we will use his descriptions, supplemented by our own notes. We **number in order of ripening.** The illustrations used (save Hale) are all from the Cornell Experiment Station Bulletins, and absolutely accurate. The Hale Plum was photographed direct from specimens.

ONLY A FEW

varieties are offered in this catalogue, because to add others would not improve it. The best are none too good for our own and our customer's fields and orchards.

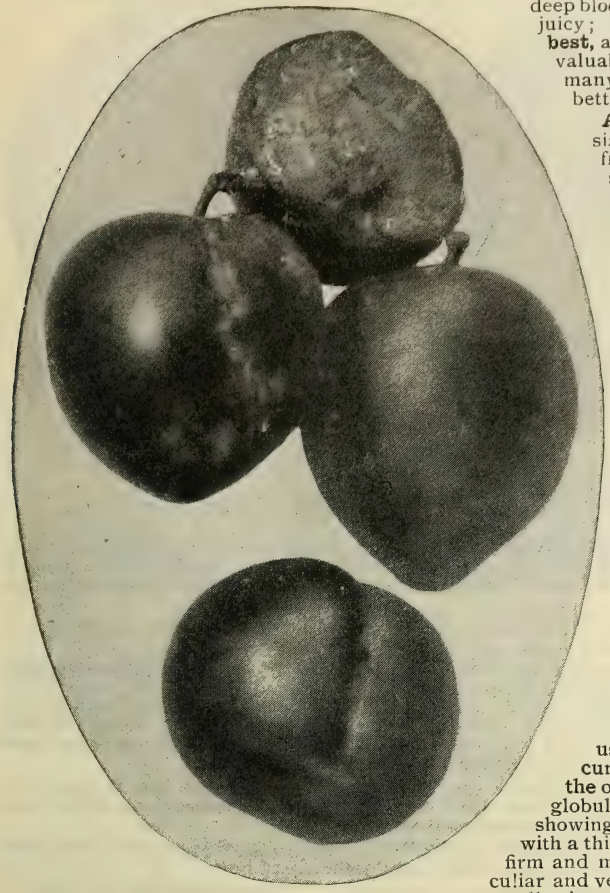
WILLARD. (1.) Earliest of all the Japan Plums, and hence very profitable for market. A strong, vigorous, hardy tree, very productive; fruit medium size, spherical to oblong; bright claret red, with many minute dots; firm white flesh, freestone. Very handsome when well ripened, and will keep a long time after being picked. Not so good in quality as some of the late varieties, but its extreme earliness gives it great value at the north as a market variety.

RED JUNE. (2.) A vigorous, hardy, upright, spreading tree, as productive as Abundance; fruit medium to large, deep vermilion red, with handsome bloom, very showy; flesh light lemon yellow, slightly subacid, of good and pleasant quality; half cling, pit small. Ripens a few days after Willard, and is the best in quality of any of the early varieties. When a little better known likely to be in great demand for orchard planting. Trees, $1 each, $5 for 6, $9 per doz.

OGON. (3.) Fruit medium to large, round or slightly flattened, suture prominent; skin bright yellow, with a light creamy bloom, giving the fruit a whitish appearance; flesh thick and very meaty, but not juicy; firm and long-keeping; good, but not of the best quality; free. Tree only moderately productive.

THE ARMENIAN TROUBLES have been terrible in results. Here in free America, what's to be the result where would-be home-makers fail to read Hale's Catalogue, and plant a full supply of choice fruits?

BERCKMANS. (Sweet Botan.) (4.) Medium to large; ripens just ahead of Abundance; color deep blood red; flesh white, very sweet and juicy; excellent quality. **One of the best,** and should be on every list. Very valuable for a near market. Known in many sections as Abundance, but is far better than that variety.



RED JUNE. (See page 26.)

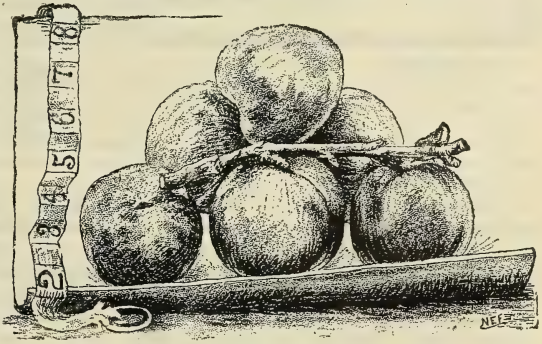
ABUNDANCE. (5.) Medium in size (or large when thinned), varying from nearly spherical to distinctly sharp-pointed, the point often oblique; ground color rich yellow, overlaid on the sunny side with dots and splashes of red, or in some specimens nearly uniformly blush red on the exposed side; flesh deep yellow, juicy and sweet, of good quality when well-ripened; cling. A strong-growing, upright tree, with rather narrow leaves and a decided tendency to overbear. This is the best known of all Japanese Plums in the north, and its popularity is deserved. Has thus far been more extensively planted than any other. Season August 5 to 15.

NORMAND. (6.) Strong, upright growing tree, very productive; fruit medium to large, obtusely conical, with heart-like base and a short stem; skin golden yellow, with slight blush—a beauty; flesh firm, meaty, yellow, of high quality; free stone, small pit. Ripens just after Abundance; valuable for family or fancy market.

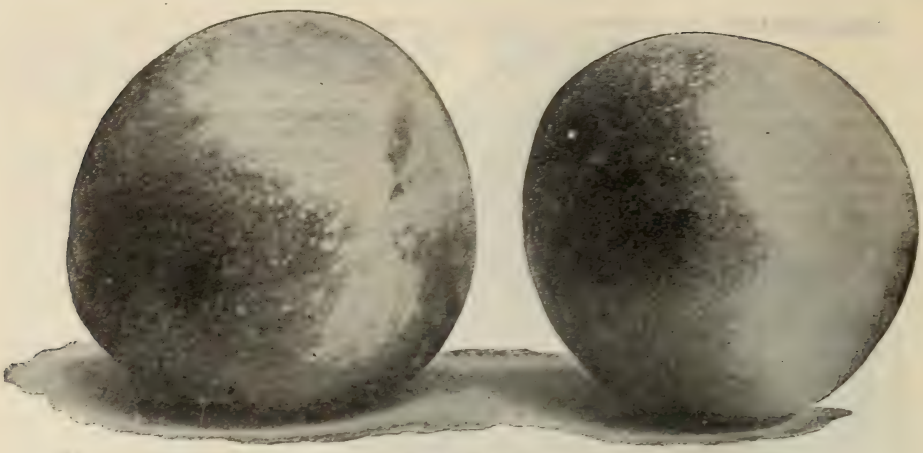
BURBANK. (7.) The fruit is usually from 5 to 5½ inches in circumference, varying less in size than the other Japanese Plums; it is nearly globular; clear cherry red, sometimes showing yellow dots, or even marbled, with a thin lilac bloom; flesh deep yellow, firm and meaty, rich and sugary, with a peculiar and very agreeable flavor; cling. Tree usually vigorous, often low-spreading, except in its sprawling habit of growth, with strong shoots and large, rather broad leaves; resembles Abundance both in fruit and tree; fruit averages larger and of better quality, and is rather handsomer. Season August 15 to 25.

CHABOT (8.) Medium to large, oblong, conical; orange yellow, overlaid with light cherry red, darker on sunny side, the orange color showing through the red in minute dots; flesh yellow sweet and excellent in quality. A superb Plum in every way. The tree is a strong, upright, spreading grower, and very productive. Evidently this is the true name of one of the very best of the Japans, that has been widely disseminated under at least three other names—Yellow Japan, Bailey and Chase. Ripens here early in September. See illustration, page 29, from photograph taken exact size at Cornell Experimen Station, and appearing in Bulletin 106.

Reed and McKinley; may the better man win! There is more fun and profit in a good field of berries or an orchard of Japan Plums than in the whole turmoil of politics. **Ask John Sherman!**



NORMAND. ONE-FIFTH FULL SIZE.



HALE PLUM.

The Hale Plum. (9.)

Most vigorous tree of all the Japans. Fruit large, bright orange, mottled with cherry red. Superb in quality, fully equal to Imperial Gage; none so fine for the family. Ripens middle of September. Its season of ripening, great size and beauty will make it the most profitable of all Plums in market.

Prof. L. H. Bailey, the highest American authority on Japan Plums, in *Cornell Bulletin*, 106 January, 1896, "Revised Opinions of the Japan Plums," **says of the Hale Plum:**

"**A very handsome large, round-cordate Plum; usually lop-sided; orange, thinly overlaid with** mottled red, so as to have a yellowish red appearance, or, in well-colored specimens, deep cherry-red with yellow specks; flesh yellow, soft and juicy (yet a good keeper), not stringy, with **a very delicious, slightly acid peachy flavor**; skin somewhat sour; cling. Very late. I know the fruit only from specimens sent at two or three different times by Luther Burbank. **To my taste, these specimens have been the best in quality of all the Japanese Plums.**"

This is strong testimony as to the superior quality of the Hale Plum—"**the best in quality of all Japan Plums.**" **Luther Burbank, in a letter to us, says: "No one who has ever tested the fruit when ripe will ever say any European Plum is superior to the Hale."**

Imperial Gage may approach, but cannot surpass it in deliciousness of flavor. It is beautiful in appearance, **will keep two or three weeks after being picked**, and best of all, it comes late, just after the rush of peaches and other Plums is all over, and will have full swing in the markets as a fancy dessert fruit.

Culture in the Home

and culture in the field go hand in hand, always, if it's fruit culture in the field and garden.

Orchardists who are first to plant the Hale Plum ought to coin money, while the family garden will be incomplete without it. See inside last cover page, also illustration on last cover, showing photograph in colors of a Hale Plum that had traveled [illegible] miles. Trees are now offered for first time at the extremely low price of **$5 each, three for $10**, freight or express; smaller trees by mail at same price.

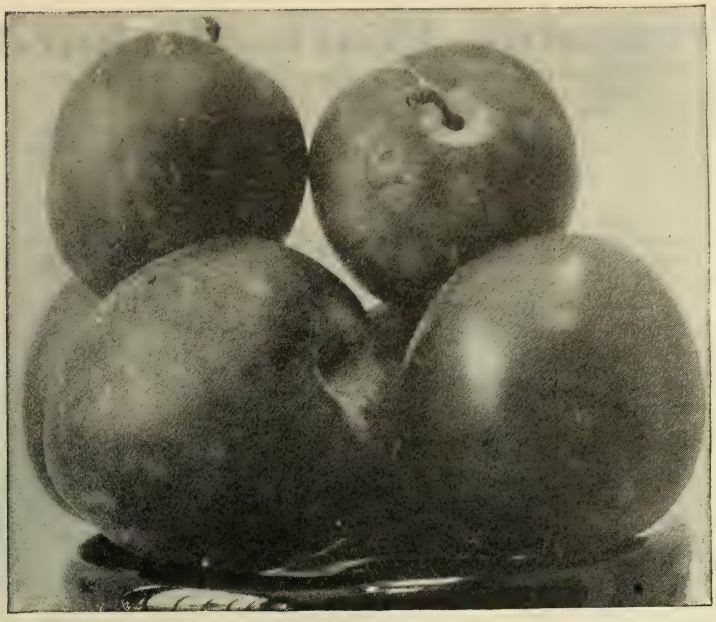
SATSUMA. (10.) Fruit very large, nearly globular ("Broadly conical, with a blunt, short point, suture very deep."—*Bailey*); skin very dark and dull red all over, with greenish dots and an under-color of brown-red; flesh blood-red, firm, rather juicy, good quality; cling. Flesh so firm and solid as to enable it to be kept in fine condition after being picked. A grand market sort. Coming in, as it does, after all the European Plums and the main crop of peaches are gone, it finds a more than ready market. We are each year more and more impressed with its great value as a market Plum. It is grand for preserving, and a grand keeper for retail trade.

Prices on all, EXCEPT Hale and Red June: Extra trees, 75 cts. each, $5 per doz., $25 per 100; 3 to 4-foot trees, 50 cts. each, $4 per doz., $15 per 100; 2½ to 3½-foot trees, little branched, 35 cts. each, $3 per doz., $10 per 100.

ALL THE LEADING STANDARD SORTS OF OTHER PLUMS, 50 cts. each $5 per doz., for first-class trees, properly dug, packed and shipped.

BUY OF THE GROWER

direct, if you want freshly dug berry plants that will live, grow and produce best fruits. Hale is his name.



CHABOT PLUM. (See page 27.)

The preceding ten varieties of Japan Plums, described on pages 26, 27 and 28, include, we believe, the sorts which will be most eminently profitable and successful under decent care. We show you what to plant—and what we plant, for **we take our own medicine!** We have succeeded, and expect to continue that success. You can do as well!

PEARS.

All the leading standard varieties, first-class trees, 50 cts. each, $5 per doz., $25 per 100.

Have a few thousand extra nice 2-year **Garber** and **Kieffer**, mostly 4 to 6 feet, clean and handsome, that we shall sell to plant in large lots at very low prices—$10 to $18 per 100.

SAVED

$50 to $100 a year in doctors', grocers', and butchers', bills in the family where there is a liberal fruit supply.

QUINCES.

Orange, Rhea's Mammoth, Angers, Meech's Prolific and **Champion**, 50 cts. each, $25 per 100; extra-sized trees, 75 cts. each, $50 per 100.

CHERRIES.

Trees of all the leading standard sorts, 50c. each, $5 per doz.

APPLES.

Trees of all the leading standard varieties, 35 cts. each, $20 per 100.

CRAB APPLES. Leading standard sorts, 50 cts. each, $40 per 100.

A FAST HORSE is at his best only when driven by one who has a love of the animal and the know how to encourage to the utmost. It's so with many fruits: they do best for those who have a love and pleasure in their culture.

STRAWBERRIES AT TWO CENTS PER QUART That's about what it costs to grow the family supply. Can you afford to be without them at this price, or to buy trash of peddlers at three or even four quarts for a quarter?

CUSSING YOUR LUCK has never helped you. Now let us together discuss plans of fruit culture that will help us all. May we hear from you?

Profitable Peach Orchards

Are only to be had by starting right; healthy trees of hardy varieties only should be planted.

As the most successful peach growers in America we know the very great value of having **trees free from yellows**, and so are now propagating part of our trees on our Georgia farm, where we get pits from old native seedlings and the buds from healthy bearing trees, in a section where the yellows is never known.

Our northern-grown trees are from Georgia pits, and buds from our best bearing trees. We believe them as good, or better, than most northern-grown trees, but **our southern-grown peach trees we guarantee absolutely free from yellows.** But few nurseries in the country can truly say as much! We ought to charge 25 per cent. more for this stock, but so long as stock lasts we will make prices the same on all. All our future Peach orchard plantings will be of **Georgia-grown trees—they are the best!**

Low Crossed-Reach Fruit Wagon in Orchard.

For greatest success in fruit culture it pays to use best wagons, tools and implements; and Hale's trees and plants always. This wagon is so constructed that the hind wheels always follow in the track of the front ones. No matter how short a turn is made, if the front wheels clear a tree the hind ones must and will. Let one good thing follow another always; Hale's fruits—success.

Hale's Trees and Success follow one another surely!

As to varieties, we propagate and sell only such as we know, from our extensive and extended experience in fruiting, are best and most reliable bearers. We name the following selected varieties in order of ripening here in central Connecticut.

SNEED. The earliest Peach known; ripens here middle of July. A seedling of Chinese Cling, it has the hardiness and vigor of its parent in tree growth and fruit buds. Fruit medium size, somewhat oval in shape; color creamy white with rich red blush on sunny side. Ripens evenly to the pit, is of fine quality and not subject to rot as are so many other of the early varieties. Very valuable for home use or extra early market. No. 1 trees, 50 cts. each, $2 for 6, $3 per doz. $15 per 100; 2 to 3-ft. trees, 25 cts. each, $1.25 for 6, $2 per doz., $10 per 100.

THE TRIUMPH PEACH.

Earliest yellow Peach known; ripe here 20th of July, just after Sneed and with Alexander. Equal to Mountain Rose in size, and a month earlier. Think of it; a fine large, yellow Peach, that will ripen the 20th of July in Connecticut! A fortune in it for market, and a fine thing for the family garden. For full description see inside last cover page; also, color photograph of this Triumph in Horticulture on last cover page.

The originator has given us full control of his entire stock for sale in Northern states, and **every tree of original true stock must come from us.** To make sure of true Triumph from first hands, order here, **and order early.** 1-year trees, **$1 each, $9 per doz., $50 per 100**; 2-foot trees, 50 cts. each, $5 per doz., $9 per 25, $14 per 50, $20 per 100; 1 to 1½-foot trees, 25 cts. each, $1 for 5, $2 per doz., $12 per 100; 9 to 12-inch trees, $1.50 per doz., $10 per 100.

Buried Gold Near Your Home,

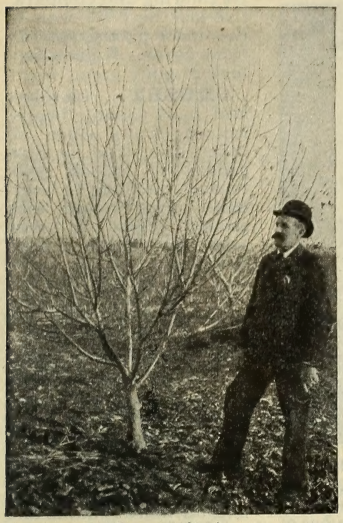
thousands of dollars, within a foot of the surface. Fruit trees and plants, if Hale selects varieties, will dig it out faster than you can properly spend it.

Early Rivers. Medium to large, color creamy white, with delicate pink blush on sunny side; flesh melting, with delicious flavor. Perhaps the most refined of all Peaches; fine for family and near-by markets. Ripens here 10th of August.

Mountain Rose. Fruit large, round, white, covered with deep rich red on sunny side, mellowing into light red; rich, sweet and melting; one of the best. Ripe Aug. 20.

AN HONEST DOLLAR and one with lots of fun and happiness in it, is the dollar that comes from the sale of choice fruits of your own growing.

CHAMPION. (New.) A vigorous hardy, early variety, not fully tested here, but claimed to be the largest of the earliest; round, white with slight blush. Ripens just after Mountain Rose. Mr. Platt, State Pomologist of Connecticut, considers it of great value. Certainly so large and so fine a Peach, just a little after Mountain Rose, should be of great value. It is also considered very hardy, and a reliable bearer.



Connecticut.

The new frost proof extra-large, early yellow Peach; a properly-grown 2-year tree before pruning.

CONNECTICUT PEACH. (New.)

A hardy New England seedling that originated here some ten years ago from seed of Pratt pollenized by Hill's Chili. Tree vigorous, hardy, with **frost-proof fruit**-buds of Crosby type. Fruit large, round, deep yellow, with red cheek; rich, sweet and high-flavored. Ripens before Early Crawford.

Here in the north-eastern section of the United States, where we have occasionally a few warm days in winter with the temperature above 50, and then in twenty-four hours a drop to 12, 15 and often 20 below zero, many of the standard varieties of Peaches cannot be depended upon to fruit every year. Often the Crawfords and others of that class will be killed two years out of three, and it is highly important to find native varieties with strong constitutions, hardy in wood and fruit-bud, and able to stand these trying conditions of climate without injury. Of well-known varieties, Crosby and Hill's Chili are of this type, fruiting when all others fail; the latter, however, is so uninviting in appearance as not to sell well in market.

In the Connecticut we have tree and fruit-bud vigorous, tough and hardy as Crosby or Hill's Chili. The fruit is of great size, handsome appearance and superior flavor, and ripening the earliest of any large yellow Peach. It is a **direct descendent of the "old-time Grandfather's yellow Peaches,"** so abundant all through Southern New England fifty years ago; **frost-proof**, large, beautiful and high-flavored.

In recommending it to our customers we feel that we are doing much for their good and for the encouragement of the Peach industry in sections where more tender varieties cannot be grown.

At this writing, February 1st, 1896, when peach buds of nearly all standard varieties are known to be killed in New York and New England, only here and there a bud to be found alive, while **trees of the new hardy frost-proof Connecticut are full of live buds**, and promise more than an abundant crop, it is worth while to consider whether it is wise to keep on planting the tender varieties when we can just as well **have Peaches every year by planting the frost-proof varieties.**

DID YOU EVER

own a "Push Cart" and work it yourself? Lots of hard work and some fun. That's the way it is in fruit culture, which in the end is very profitable.

Hon. J. M. Hubbard, Peach Commissioner for the State of Connecticut, considers this the finest yellow Peach known, especially for the trying winter climate of the north.

Trees now offered for the first time, **$1 each, $5 for 6, $8 per doz., $35 per 100.**

The new Peach "Connecticut."

Close reproduction of grandfather's fine old yellow Peach, 2-year tree, after pruning.

OUR COLOR PHOTOGRAPHS.

We want our friends to see our fruits as they actually are, and have therefore promptly availed ourselves of the wonderful new process, invented in Germany, but first perfectly applied in America on our fruits, of photography in colors. Hearing of this process in Strawberry time, we arranged at once for a photograph of Sunrise Strawberry, as seen on back cover page, the cluster, just as there shown, having been taken from our fruiting plantation direct to the camera. A few days later, we had specimens of the wonderful early yellow Triumph Peach forwarded, and later fruits of the beautiful Hale Plum came all the way across the continent, to be indelibly fixed by the camera and process for our friends to see. The crate of peaches on the front cover is too much reduced in size to show as it should, but still very accurately sets forth our style of fruit packing. The distinction in coloring between Elberta, Crosby and Oldmixon is likewise noticeable.

In these four illustrations the sun alone has been the artist—no "touching-up" can improve on nature.

OLDMIXON. Very large, creamy white, slight blush; very productive; skin thick, fine shipper; one of the best. Its coloring and comparative size may be seen in the color-photograph on front cover. Ripens September 5th.

Another Corner in Central Fruit House—Triumph Peaches.

A hundred-basket wagon load worth $250, because the peaches are so fine and ripen extra early. The driveway through the length of this house is 3 feet below the level of the fruit floor, hence easy loading. This fruit house is one of the best at the north, while our great packing shed in the Georgia orchard, is the finest and most convenient in America. H. W. Collingwood, writing to the *Rural New-Yorker*, says:

"It was July 16 that J. H. Hale and I mounted to the top of the packing shed. The old flag was waving from its staff. It was the same flag that flew over the Connecticut fruit shed, taken from north to south to celebrate the fruit harvest. Below on every hand stretched a forest of peach trees; three-fourths of a mile of Peach trees can be seen in either direction. This shed is the central point of 900 acres, with over 100,000 trees in one solid block.

"It was an inspiring scene. Great armies of pickers went in and out among the trees; 'low-down' wagons were running up the avenues with baskets of fruit ready for the packers; great white-covered wagons were crawling away to the railroad: and the building where we stood hummed and throbbed like a perfect hive of industry. The hot sun blazed down upon us, and the old flag seemed to straighten out and ripple with pleasure. Well it might, for here was an *industrial victory*."

There are many other fields to conquer. This little catalogue is to show YOU how.

CROSBY. Hardiest and most reliable bearer known; fruits when all others fail; tree medium grower, of Smock type. Always inclined to overbear; fruit round, rich golden yellow splashed with red. Flesh yellow, deliciously sweet and rich; the highest-flavored yellow Peach known; very small pit. Superb for canning.

ELBERTA. Seedling of Chinese Cling; extra strong grower, hardy and productive. Fruit very large, oblong, rich yellow, with red on sunny side. A superb shipping variety, large as Late Crawford and far more reliable and productive. The size, coloring, firmness and beauty commend it especially.

STUMP. Large, white, with red cheek, flesh firm and sweet. Very productive and reliable, either for home use or market.

☞ The crate of peaches on our front cover shows Oldmixon, Crosby and Elberta, photographed by a wonderful new process, just as we ship the fruit, but confined to one-fourth natural size by the limit of this Catalogue. This is the sort of fruit and packages that have made "Hale's Peaches" a house hold word over the Eastern States, and enabled us to sell more than 120 carloads in 1895.

ADDITIONAL VARIETIES OF PEACHES.

Alexander, Tillotson, Early Crawford, Reeves' Favorite, Wheatland, Late Crawford, Fox Seedling, Smock, Keyport White, Lady Ingold and **Belle of Georgia.**

PRICE OF PEACH TREES.

All standard varieties at prices given below, **except where price is noted, as on Triumph, Sneed** and **Connecticut.**

EXTRA-SIZED TREES, 4 to 6 ft., 25 cts. each, $2 per doz., $10 per 100, $85 per 1,000.

NO. 1 TREES, $1 per doz., $8 per 100, $65 per 1,000.

We offer a few thousand, 2 to 3 feet, at $1 per doz., $6 per 100, $50 per 1,000, mostly in assorted varieties as named. Good, healthy Peach trees are becoming very scarce. Stock is likely to be exhausted and prices advanced before planting season. Better order early.

One or two cents each on the price of Peach trees should not be considered if you are after profit in the orchard. **Hale's Peaches are always best. Can you afford not to start right?** Good Peach trees are very scarce this season.

FREE SILVER Yes; gold and greenbacks, too; pockets full to the wide-awake up-to-date fruit grower.

Catalogue produced at Mount Pleasant Printery,
J. Horace McFarland Co., Harrisburg, Pa.

HALE PLUM.

Of all the Japan Plums, this is the most beautiful and most delicious in flavor, while it is also one of the largest. Nothing equal to it has been discovered.

Luther Burbank, the "Wizard of Horticulture," who originated and selected it from among more than 20,000 new seedling varieties, says: "In the hedge row of seedlings this was the most vigorous, most productive, handsomest, most uniform and best flavored of any Japan Plum I have ever seen. No one who has tested the fruit when ripe will ever say any European Plum is superior. Many have compared it to Reine Claude or Green Gage, and I do not know of any fruit that will keep longer."

The best has always been none too good for us, and therefore we did not hesitate to pay **$500 for the one original tree of the HALE PLUM,** quickly seeing that an orchard of that beautiful and delicious Plum would just capture the markets and open wide the pocket-books of discriminating buyers, returning us great profits in a few years from the sale of fruit, and supplementing our immense peach business in the north and south. We now have trees enough for our initial orchard and a few to spare, and quote strong one-year trees at **$5 each, or three for $10.** Smaller trees will be mailed, postpaid, at same rate to any part of the United States, and safe delivery guaranteed.

The illustration on last cover page is a color photograph of a medium specimen of **Hale** as grown last season, but as the fruit had been some ten days off the tree and had traveled three thousand miles before the photograph was taken, it fails to do full justice to its beautiful color.

TRIUMPH PEACH.

This new **extra-early Yellow Peach** is one of many seedlings originated by an old-time Michigan Peach grower of wide experience, and is evidently a cross between Alexander and Hill's Chili, two of the most hardy varieties known. It possesses in a marked degree many of the valuable characteristics of both parents, with none of their imperfections.

Triumph makes a very strong growth, blooms late, has large flowers, and is a sure and abundant bearer. Two-year-old trees, season of 1895, produced over half a bushel of fruit per tree. Fruit of large size, with small pit; skin yellow, nearly covered with red, showing dark crimson on the sunny side. Flesh bright yellow, and ripens up evenly clear to the pit. Not thoroughly free, yet when fully ripe separates quite readily from the stone, so that it may fairly be classed as a freestone, and better in quality than most yellow Peaches.

Its keeping qualities are remarkable; we have seen specimens sent a thousand miles by mail and then kept in good condition for several days, and this past season we kept ripe specimens eight days in a warm room during the heat of early July. The picture on last cover page was photographed in colors from ripe fruit received from Georgia in June, 1895.

An extra-early yellow Peach with so many good points is sure to prove a bonanza of profit to orchardists and will be in great demand by amateurs.

We now offer trees at greatly reduced rates:

ONE-YEAR trees, $1 each, $9 per dozen, $50 per 100.
FINE JUNE-BUDDED trees, 1½ to 2 ft., 50 cents each, 6 for $2.75, $5 per doz., $9 per 25, $15 per 50, $25 per 100.

In the latitude of Central Connecticut, Triumph will ripen about the 20th of July, and proportionately earlier further south.

What some of the highest authorities say of **Triumph:**

From T. V. Munson, Texas.—"The basket of Triumph Peaches was received, five days after it was shipped, in splendid condition. The fruit is large, a true, yellow-fleshed close freestone, and the best and handsomest extra early Peach that I have seen."

From P. J. Berckmans, President American Pomological Society Augusta, Georgia.—"I received the basket of Triumph Peaches, and also the sample by mail, and beg to thank you. The Peach has many merits, including size, attractive appearance and earliness. Being a yellow-fleshed Peach, it will doubtless bring a good price."

From L. R. Taft, Prof. Horticulture, Agricultural College, Mich. "The Triumph certainly seems far superior to Alexander. Size, color, texture, flavor and the fact that it is a freestone are all in its favor."

Our three-year-old Triumph.
(Two varieties of Peach on one tree!)

☞ THREE HALE PLUMS and TWO DOZEN TRIUMPH PEACHES delivered to any part of the United States in perfect order for $15.

TRIUMPH PEACH

EARLIEST AND MOST PROFITABLE
YELLOW PEACH HARDY AND RELIABLE

SEE INSIDE COVER-PAGE

SUNRISE STRAWBERRY

EXTRA EARLY
PRODUCTIVE

HALE PLUM

HIGHEST QUALITY
&
MOST BEAUTIFUL OF THE

JAPAN PLUMS

All these fruits photographed in colors for

G.H. AND J.H. HALE

SOUTH GLASTONBURY
CONNECTICUT